



CRISTO REY

ORANGE COUNTY HIGH SCHOOL

Director, Strategic Partnerships Corporate Work Study

About Cristo Rey

Cristo Rey Orange County High School is a Catholic learning community that educates young people of limited economic means to become men and women of faith, purpose, and service. Through a rigorous college preparatory curriculum, integrated with relevant work study experience, students graduate ready to succeed in college and in life.

Cristo Rey employs an innovative Corporate Work Study Program that provides students with real-world work experience. In this unique model, every student works to fund a portion of the cost of his or her education while gaining job experience, growing in self-confidence, and realizing the relevance of this education. Students work in various corporate and business settings including law firms, banks, hospitals, universities, and other professional organizations.

We Are:

- **Values-Driven:** We nurture the whole student—academically, spiritually, and socio-emotionally.
- **Committed to Grow Opportunities :** We empower our faculty and staff to learn, lead, and thrive.
- **Invested in Students and Engaged Families:** We partner with families to support every student's journey and success.
- **A Proven-National Model , New to Orange County :** Our community is proud to be part of a movement shaping the future of education.

Use the hyperlink to learn more about [Cristo Rey Orange County](#) , [the Corporate Work Study Model](#), and what it is like to [work in our school](#).

Position Summary

Cristo Rey Orange County High School seeks a mission-driven, dynamic Director of Strategic Partnerships with strong roots in the Orange County business community. This individual will secure opportunities for students by expanding our network of Corporate Work Study partners, opening doors for students to gain transformative workplace experiences that align with our mission of preparing leaders for lives of faith, purpose, and service.

- Develop and implement targeted outreach strategies for specific industries and companies and to generate leads and secure partnerships in collaboration with the VP of CWS, President, Advancement, Board, and Jobs Committee.

- Utilize various methods such as one-on-one meetings, group information sessions, and school tours to cultivate potential job partners.
- Leverage existing business networks and community relationships to identify and engage potential Corporate Work Study partners.
- Initiate high-level meetings with executives, business owners, and community leaders to present the Corporate Work Study model.
- Attend networking events, chamber of commerce meetings, and business forums to promote Cristo Rey Orange County High School and cultivate new leads.
- Track outreach efforts, partner feedback, and progress toward new job placement goals.
- Support the onboarding process by remaining engaged with prospects through early partnership development

Who You Are

Impact Growth Strategist

Your success isn't measured in revenue alone, but in the number of students gaining real-world skills and confidence because of the partnerships you create.

Connector of Talent and Industry

You'll introduce organizations to an untapped workforce of high-potential students, shaping the future of their companies while shaping the lives of young people.

Purpose-Driven Business Developer

You'll craft win-win partnerships where companies get capable, eager talent—and students get the launchpad for their dreams.

- Relationship-Building – Ability to cultivate and sustain long-term partnerships with diverse stakeholders, including executives, business owners, and community leaders.
- Communication Excellence – Strong presentation, public speaking, and written communication skills that inspire confidence and trust.
- Strategic Thinking – Skilled at analyzing market opportunities and aligning business development strategies with school goals.
- Self-Starter – Highly motivated, entrepreneurial mindset with the ability to work independently and adapt quickly in a fast-moving environment.

Candidate Profile

- 5+ years of progressive experience in business development, fundraising, or high-level sales with a proven record of success.
- Established network of relationships with Orange County business leaders and community influencers.
- Strong business acumen, discretion and familiarity with the corporate landscape across multiple industries in Southern California.
- A foundational commitment to the mission of Cristo Rey and Catholic values.

- Proficiency with CRM and business software tools (e.g., Salesforce, Microsoft Office Suite, etc.).
- Experience working with mission-driven organizations.

Performance Metrics

- Cristo Rey is a data-driven organization that leverages a comprehensive set of performance metrics, including student growth, job performance, employer satisfaction, engagement, job retention, and new job development. These metrics reflect our commitment to fostering vibrant, collaborative partnerships with all stakeholders.

How to Apply

- If you have the requested background and a passion for the mission of this school, send your resume to careers@crstoreyoc.org with “Director Strategic Partnership” in the subject line.
- Compensation Range: \$80,000 to \$120,000 annually commensurate with education and experience.
- Medical, dental, vision insurance
- Generous paid time-off (PTO)
- Excellent 403(b) Retirement Saving Plan with employer match