COMMUNITY ENGAGEMENT MANAGER — BOSTON

Full-Time | Hybrid with regular in-person Boston engagement and travel to New Hampshire.
REQUIRED: Primary residence in the Greater Boston Area

POSITION OVERVIEW

Positive Tracks is seeking a dynamic, mission-driven, people-loving, well-networked Community Engagement Manager to work closely with the VP of Innovation & Sustainability to grow our program capacity, visibility, partnerships, and fundraising footprint in Greater Boston. This person will be a key face of Positive Tracks across the city, cultivating relationships, forging community and corporate partnerships, building ground-level program partnerships in the Positive Tracks Challenges program, and driving participation at the Stadium Summit & AfterClimb powered by Positive Tracks. This person will also provide additional support for our Challenge Captains as a Positive Tracks Coach when needed.

The ideal candidate is equal parts sales pro, innovator, connector, fundraiser, and community builder. They thrive on meeting new people, rallying groups around a mission and goal, and building sustainable partnerships that amplify youth-led impact.

PRIMARY RESPONSIBILITIES

1. Relationship Management & Ambassador Building

- Collaborate with the VP of Innovation & Sustainability to widen our user and support base across Greater Boston
- Represent Positive Tracks as a positive, energetic ambassador across Boston
- Cultivate a broad network of volunteers, young leaders, alumni, Board members, and community champions
- Serve as a point of contact for community partners; provide tactical and logistical support, encouragement and enthusiasm

2. Boston-Based Event Support & Growth

- Support planning and execution of Positive Tracks athletic and fundraising events in Greater Boston - including the Stadium Summit & AfterClimb Powered by Positive

Tracks, awards celebrations, youth Challenge activations, and community-based gatherings
- Collaborate on recruitment, team-building, and participant engagement, including strategies to grow event attendance and revenue
- Serve as on-the-ground manager for event logistics, relationship management and partner activation

3. Boston-Based Community Partnerships

- Collaborate with Program Director in building and managing event/volunteer partnerships with schools, colleges, youth-serving nonprofits, run clubs, social-impact groups, city agencies, and community organizations
- Establish a strong Positive Tracks presence on the ground recruiting Challenge Captains
- Represent Positive Tracks at community events, races, festivals, school fairs, and youth gatherings to expand awareness and participation
- Support Positive Tracks Challenges in the region

4. Corporate Engagement

- Collaborate with the Development team to align corporate engagement with organizational fundraising strategy
- Prospect, pitch, and secure partnerships with Boston-area companies interested in sweat-based employee engagement, sponsorship, volunteerism, and community impact.
- Co-design and steward corporate partner activations around Positive Tracks events, storytelling, and strategic initiatives

5. Internal Collaboration

- Work with the Program and Communication teams to align outreach, storytelling, and partnership cultivation with organizational strategic goals
- Track and report goals, outreach metrics, corporate pipeline, and partnership impact
- Participate actively in organizational growth efforts
- Coach and mentor youth Challenge Captains when needed

QUALIFICATIONS

- Passion for Positive Tracks mission to empower and develop young people through sport and athletics
- 2-4+ years in sales, marketing, business development, public relations or corporate partnerships preferred, with a track record of securing and stewarding revenue-generating relationships, preferably in the Greater Boston region.
- 2-4+ years of event-based organization and management experience preferred - endurance, athletic, or movement-based events experience a plus.

- Strong community-building and outreach experience, preferably in the Greater Boston region. Ability to cultivate partnerships with grassroots organizations, schools and large corporate entities
- Excellent communication, networking, and presentation skills
- Experience utilizing social media to engage strategic audiences
- Strong organizational skills and comfort managing multiple relationships and projects simultaneously
- Positive, engaging and collaborative personality - someone who genuinely enjoys people, athletics and mission-driven work
- Ability to attend frequent in-person events, meetings, athletic activities, and partnership activations across Greater Boston (including some evenings/weekends/overnights)
- Valid driver's license, adequate vehicle insurance, access to a reliable personal vehicle for local travel and approximately 6-8 trips to New Hampshire annually. Gas and travel will be reimbursed and public transportation can be used.
- Must reside in the Greater Boston region
- Eligibility to work in the United States required

Salary & Employment Benefits
This is a full-time, exempt/salaried, hybrid position with an annual salary of $73,500. Benefits include employer paid medical, dental, and vision insurance for employees; 6 paid set holidays; 6 paid floating holidays; 4 weeks combined paid time off/sick time, paid parental leave; up to 3% retirement match, plus contribution.

HOW TO APPLY
Please complete our online application, where you'll be asked to upload your resume and respond to one question in lieu of a traditional cover letter. This position will remain open until filled. For questions, please contact the Hiring Manager, Liz Gray at lgray@positivetracks.org.

ABOUT POSITIVE TRACKS: Positive Tracks is a national nonprofit with hubs in Hanover, NH and Boston, MA. We help ages 12 - 25 create their own athletic challenges to support the causes they care about most. We call it Sweating For Good®. Since 2010, we've helped 104K+ Positive Trackers turn 35 million miles and 4.2 million hours of physical activity into advocacy, activism, and $12.4 million for hundreds of causes shaping our shared future.

Positive Tracks is an equal opportunity employer fully committed to creating an environment and team dedicated to our Values and the principles and practices of diversity, equity, inclusion, and belonging. Positive Tracks prohibits the unlawful discrimination against any employee or applicant for employment based on race, color, religion, sex, gender identity, age, national origin, genetic characteristics, disability, veteran status, marital status, sexual orientation, sexual identity or any other basis prohibited by law.