



Frameshot | Director of Partnerships

Imagine flipping through your mail in election season. Bills. Junk mail. A dozen political pieces.

Then you see a photo of a friend. It's a postcard, your friend is smiling, and the message on the back is personalized with your name. It continues: "Tuesday is election day. I'm voting for Candidate X and I hope you will, too. She's the best choice for us because..."

You've got social mail! Frameshot combines relational organizing with social pressure mail. It's the two most powerful campaign tools in one app—and it's simple, scalable and affordable.

Every Democratic campaign needs us now for face-to-face organizing from home. We spent a year in "stealth mode," building a client base and honing our tech. It's time to scale ASAP—and we need your help! We're looking for a Director of Partnerships to show campaigns how to adapt to social distancing and modernize their field, finance, persuasion, VBM & GOTV programs.

Here's how it works: volunteers download our app, take a selfie, pick their campaign, and mail real, personalized postcards. All in a few taps. We automate everything from targeting to delivery. The result: targeted voters get personalized, face-to-face touches from someone who looks like them, lives near them and/or is likely to influence their vote. It's like Instagram in real life.

Come join our high-energy, high-achieving, laser-focused team. We're building the next big thing!

You will:

- Bring in new clients through high-volume daily outreach to key staff and consultants
- Carefully track prospect research, interactions, and client communications in our CRM
- Collaborate daily with our other partnership and client service staff, including the CEO
- Find creative ways to build connections with new people
- Advocate for client needs within our team and provide input on product development
- Build rapport with client staff in management, finance, field, digital, political & comms
- Teach existing clients how to use Frameshot to meet their goals across departments
- Provide live training and product tutorials to prospective and current clients
- Represent the team at events, i.e., networking, exhibiting or photo booths
- Help manage a growing, tight-knit team of interns

You bring:

- Deep knowledge of progressive issue groups, Labor unions, and/or state and federal campaign committees, including: internal workflows, budgeting & programming
- 3+ election cycles of experience on state and/or federal Democratic campaigns
- An entrepreneurial spirit and passion to continuously learn and improve
- Impeccable attention to detail and uncompromising work standards
- Acute emotional intelligence and an innate desire to help others
- Relationships with decision makers across Democratic politics
- A commitment to get difficult things done on tight deadlines
- The ability to work independently with limited supervision
- Exceptional oral and written communication skills
- A willingness to work in a for-profit environment
- Proficiency with Microsoft Excel/Google Sheets

We offer:

- Six-figure earning potential with generous commissions and a base salary of \$45-60K
- The opportunity to join an early-stage startup and grow into a senior leadership role
- Even higher upside with quarterly stock options and spot bonuses
- Enthusiastic, respectful, success-sharing, GIF-loving teammates
- A unique, high-impact service that campaigns desperately want and need!

Frameshot is an equal opportunity employer. We strongly encourage candidates of every race, age, physical ability, religion, national origin, sexual orientation, gender identity, or other protected status to apply. This is a full-time exempt position.

Please email your resume to: Jobs@Frameshot.com. Thank you!