

**Association for Manufacturing Excellence**  
***Volunteer* Role Description**

**Title: Vice President, Alliances**

As a member of the Management team, provide leadership for the strategies and tactics related to identifying strategic partners to AME and developing win-win alliance agreements. The role works in collaboration with several members of the AME staff who support the execution of agreed-upon strategies.

Here's what you'll do:

- Identify and/or vet potential strategic partners with AME
- Develop and negotiate alliance agreements that are mutually beneficial
- Monitor execution of deliverables by both AME and the strategic partner
- Maintain the process for vetting, negotiating and on-boarding new partners
- Represent and maintain relationships with strategic partners on behalf of AME
- Serve on the Management Team and work collaboratively with team members in support of alliance initiatives

Here are some more specific things you'll do:

- Work with volunteer network and staff to identify potential strategic partners
- Develop and report on progress towards key metrics for alliances
- Monitor expiration dates and contract terms to ensure full compliance by AME and the partner
- Periodically report progress to the Management Team and Board of Directors
- Participate in the AME annual strategic planning and budgeting process
- Maintain solid working relationships with key stakeholders of the strategic partners
- Identify a successor and work with that successor for, ideally, a minimum of six months to ensure a smooth transition

Impact

- You will help improve the value proposition for AME member through strategic partnerships
- Your work will broaden the scope of AME's presence in the continuous improvement community

Good Stuff

- You will be empowered and expected to bring your best ideas to AME, and to offer feedback and constructive critique
- You will have clear objectives, with flexibility in designing approaches to achieve them
- You will join a dynamic and collaborative team of exceptional professionals
- You will be supported in this role by the AME staff and other volunteers
- You will grow your network of continuous improvement professionals

#### We're Looking for Someone Who Is...

- Passionate about helping AME grow
- Committed to AME's mission to inspire a commitment to enterprise excellence through experiential learning by bringing people together to share, learn and grow
- An experienced team leader and a respectful, engaged contributor to a dynamic, multi-faceted team
- Adept at working with virtual teams (i.e., geographically distributed colleagues)
- A strong written and oral communicator
- A strategic thinker who is able to prioritize among competing needs

#### You Will Thrive In This Role If...

- You love AME, its mission and its values
- You have your company's support to spend occasional time during the workweek on this role
- You have a willingness to learn from and collaborate with colleagues as you do transformative work
- You know how to give and receive feedback
- You are creative and willing to try new strategies that serve our mission and key objectives
- You're a person who gets the job done

#### Other Key Information

- We will pay you \$0
- You will be expected to attend approximately 3 to 6 in-person, 1- to 2-day meetings each year
  - For in-person meetings that you need to attend as part of this role (i.e., Management Team meetings), AME will cover your airfare or car rental, hotel bill, and cover your meals (subject to the reimbursement policy)
- The expectation is that you can commit to serving in this role for 2 to 4 years
- This role may be based anywhere in North America

#### Expertise

- Good understanding of strategic agreements
- Ability to negotiate win-win solutions
- Experienced in continuous improvement tools and people-centric leadership