

Director of Partnerships & Business Development
Finnish American Chamber of Commerce in New York (FACC-NY)

Location: New York, NY (Hybrid)

Reports to: President

Type: Leadership role, scope and compensation determined with the candidate

About FACC-NY

The Finnish American Chamber of Commerce in New York (FACC-NY) is a nonprofit, member-driven business organization that has strengthened commercial, investment, and innovation ties between Finland and the United States since 1948. We connect companies, entrepreneurs, investors, and professionals through strategic networking, market-entry support, thought leadership, and business development. For more information visit: www.facc-ny.com

The Role

We are seeking a Director of Partnerships & Business Development to serve as a strategic partner to the President and take a central leadership role in advancing FACC-NY's mission, membership growth, corporate partnerships, and organizational development.

You will help oversee daily operations, develop new initiatives, cultivate stakeholder relationships, and represent the Chamber across the Finnish-American and wider Nordic business communities. This role suits an entrepreneurial leader with excellent relationship-building skills, strong business acumen, and a passion for transatlantic business.

What You Will Do

Strategic leadership. Support the President in implementing FACC-NY's strategic plan, develop new programs and growth initiatives, contribute to governance and Board reporting, and act on behalf of the President when delegated.

Membership and business development. Lead fundraising and strategic partnership efforts: recruit and retain corporate and individual members, build relationships with Finnish and U.S. companies entering or expanding in the U.S. market, and identify sponsorships and revenue-generating initiatives.

Partnerships and external relations. Maintain strong relationships with Finnish and U.S. companies, Business Finland and Team Finland, the Consulate General of Finland, Nordic Chambers of Commerce, universities, investors, and innovation ecosystems. Represent FACC-NY at business events and conferences.

Programs and events. Lead the planning and execution of the Strategic Forum, industry roundtables, executive networking events, market-entry programs, Women's Leadership initiatives, Young Professionals programming, and delegation visits, ensuring high-quality member experiences throughout.

Operations and communications. Help oversee day-to-day operations, budgeting, and staff, intern, and committee management. Promote FACC-NY through public speaking and stakeholder engagement, and support marketing, newsletters, and social media.

What We Are Looking For

- Bachelor's degree required; Master's degree preferred
- 5–7+ years of leadership experience in business development, international business, nonprofit management, consulting, or a related field
- Strong understanding of Finnish–U.S. business relations
- Demonstrated success in partnership development and stakeholder management
- Experience with fundraising, sponsorships, or membership organizations is highly desirable
- Excellent written and verbal communication skills, strong project management abilities
- Entrepreneurial mindset with the ability to work independently in a small, dynamic organization
- Professional proficiency in English; Finnish is an advantage

You are a strategic thinker with strong execution skills, a natural networker, a collaborative and diplomatic leader, and comfortable representing the organization publicly.

What We Offer

- A key leadership role in one of the oldest Finnish-American business organizations
- Extensive exposure to senior executives, entrepreneurs, investors, policymakers, and innovation leaders
- A dynamic, international work environment at the center of the Finnish–U.S. business ecosystem
- The opportunity to shape new initiatives and make a lasting impact on transatlantic business collaboration

How to Apply

Please send your CV and a brief cover letter to joanna.willott@facc-ny.com with the subject line "Director, FACC-NY". Applications are reviewed on a rolling basis.

FACC-NY is an equal opportunity organization. Compensation, scope, and role will be determined with the selected candidate.