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## STRATEGIC PARTNERSHIPS INTERN "The Diplomat"

**Market Niche:** Tech Startup;  
Collaborative (Giving) Consumption;  
Micro-Foundations; Benevolence;  
Sharing Economy

**Launched:** May 2013 Private Alpha,  
December 2013 Public Alpha

**Corporate Structure:** Common  
Change is a DBA of Relational Tithe, Inc. a  
registered 501(c)3 "Not For Profit"  
California incorporation (2005).

**Key Partners:**

Google, Mountain View, CA  
Points of Light, Atlanta GA  
IPSG Systems, Pleasanton, CA; Bangalore  
India  
Softlayer, an IBM Company Dallas, TX  
Eastern Michigan University, Ypsilanti,  
MI

**Website:** CommonChange.com

Common Change is a web platform where users pool money together with people they know to share with people they care about. Common Change is built on the emerging-market seeking to experiment with new economic principals and models of giving, the so-called "sharing economy". Our early adopters are Lifestyle Givers – "donors who want to participate in more unconventional, transformative and engaged models of giving" (Eikenberry, 2008, Fundraising in the New Philanthropy Environment).

Common Change provides a robust web-based platform where groups can create their own micro-foundation. Groups are user funded and needs are user presented and user met. Common Change acts as a full-service host to giving groups: administering group funds and providing fiscal oversight through monitoring, reconciling and reporting. Members give within existing trusted networks and 100% of Group Funds go to meeting needs of individuals and families

### ***The Position – "The Diplomat": Strategic Partnerships Intern, connecting mission and vision across the board***

This is an opportunity to build a better world at the intersection of innovation, technology, economics and social entrepreneurship. You will receive broad exposure to a fast-paced non-profit startup environment, work closely in a team setting and help shape product and process. You will work with co-founders to define and execute on a comprehensive strategic partnerships strategy. This internship will be focused on analysis of the current competitive

field, and identification of potential organizational, funding and product partnerships.

- Conduct organizational analysis to identify core competencies and organizational gaps
- Identify strategic partnerships to support vision, mission and operations
- Manage effective partnerships with both existing and new key corporate partners, NGOs, government, media and funders.
- Proactively identify and propose solutions to problems that impact the management, relationship and direction of the business
- Review market landscape and recommend, develop, and implement new and creative partnerships to achieve mutual goals
- Actively seek out opportunities for investment, revenue generation and strategic funding partnerships
- Stay appropriately networked and keep abreast of trends, news, events and deadlines in the Collaborative Consumption/Sharing Economy/New Philanthropy space

### **The Ideal Candidate**

- A world-changer with the creative and technical skills and dynamism to look beyond the way things are to how they could be.
- Personable, clear, and concise written and verbal communication style
- Ability to operate well in a collaborative environment
- General internet savvy with continuous insights into current web trends
- Ability to work independently towards the accomplishment of goals

As a Common Change intern you can expect to wear several hats and no two days will feel the same. That's a good thing! You'll be working on several exciting projects and will receive broad exposure to a fast-paced non-profit startup environment. You'll have the opportunity to make a real impact, take on new challenges and shape the organization, while working on projects that really make a difference for our company.