



Director of Military, Police, and Workplace Partnerships

Position Title: Director of Military, Police, and Workplace Partnerships

Reports to: Chief Operating Officer

Direct Reports: None initially; scope to build a small team as revenue grows

Location: Remote with up to 40% travel

Position Overview

The Director of Military, Police, and Workplace Partnerships leads SafeSide Prevention's efforts to translate the proven impact of the Connect Program into enduring partnerships that strengthen readiness, wellbeing, and retention across defense, policing, and workplace settings worldwide. Reporting to the Chief Operating Officer, the Director will identify, develop, and steward relationships with senior decision-makers—from commanders and chiefs to corporate executives—ensuring that SafeSide's evidence-based offerings deliver measurable value and align with each partner's mission.

Key Responsibilities

Strategic Growth:

- Map defense, public-safety, and corporate training markets to surface high-leverage opportunities.
- Produce clear, data-driven value briefs that connect peer-reviewed evidence to partner objectives.
- Set and deliver quarterly growth targets agreed with senior leadership.

Partnership Development:

- Cultivate trust with commanders, chiefs, executives, and union leaders through regular engagement.
- Present compelling evidence of gains in readiness, retention, and cost savings.
- Negotiate terms and shepherd agreements through legal, finance, and delivery teams.

Account Stewardship:

- Act as the single point of contact from the first briefing through renewal.



- Track implementation metrics and generate impact reports for partners and internal stakeholders.
- Provide quarterly updates on partnership performance, market trends, and stakeholder feedback.

Market Intelligence:

- Monitor policy, regulatory, and funding developments in defense, policing, and occupational health.
- Deliver actionable insights that inform product development and go-to-market plans.

Internal Collaboration:

- Align Program, Implementation, Media, and Operations teams with each partner's culture and objectives.
- Champion disciplined use of CRM and project-management tools.
- Enthusiastically align with SafeSide [core values](#)

Qualifications & Skills

- 6+ years in business development, strategic partnerships, or command-level staff roles in defense, law enforcement, or a related sector.
- Demonstrated military service (officer or enlisted) strongly preferred.
- Fluency in resilience and suicide-prevention doctrine; able to translate research into operational language.
- Proven record of building multi-year partnerships and negotiating complex agreements with senior leaders.
- Proficiency with data, technology, project management, CRM, and AI-enabled tools.
- Bachelor's degree in business, psychology, public health, or a related field.
- Capacity to work across time zones and travel domestically and internationally (30–40%).

Deliverables & Reporting Cadence

Frequency	Deliverable
Weekly	Updated schedule of client-engagement plans
Monthly	30-day forecast of opportunities and pipeline status
Quarterly	Market assessment with insights and recommendations; partnership-performance report
Annual	Forecast budget, revenue, and expenses



Equal Opportunity Employer

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