

Membership Development Manager

Washington, DC or Remote (US-Based)

Background

Since 2006, the [Tech Coalition](#) has been uniting leading global tech firms to protect children from online sexual exploitation and abuse. Relaunched in 2020, the TC is a rapidly growing coalition of over 55 tech companies, including Google, Meta, Amazon, Apple, Microsoft, OpenAI, Nintendo and Sony, that have made a mutual commitment to support and collaborate for the purpose of eradicating online child sexual exploitation and abuse.

We have combined forces to accelerate the technological innovations that will keep children safe, facilitate information and knowledge sharing amongst our members, advance meaningful dialogue between industry and the broader child protection community, drive industry transparency and accountability, and fund independent research.

Tech Coalition Employee Core Values

The Tech Coalition seeks to create the optimal conditions for each team member to make their best contribution to the mission. At the heart of this are four core values we expect all team members to exemplify. We are:

- Committed to one another and to the work. We dig in and get it done. We own the whole mission.
- Capable of purposeful and thoughtful leadership. We are resourceful, well-prepared, organized, and responsible.
- Creative in our approach to our mission. We are thoughtful, agile, and innovative. We seek out new and better ways forward.
- Kind humans. We are friendly, generous, helpful, and considerate.

The Role

The **Membership Development Manager** will play a pivotal role in supporting the VP of Membership Development in driving the Coalition's membership growth strategy. This position is focused on identifying opportunities and building relationships that lead to new members, cultivating relationships with senior-level executives across the tech sector, and strengthening the Coalition's presence domestically and globally.

The ideal candidate will bring significant *industry experience*, an existing network of contacts, and a proven ability to leverage relationships to generate new opportunities. They will also be adept at shaping compelling value propositions that demonstrate the benefits of Tech Coalition membership to prospective companies across a variety of key sectors.

Responsibilities:

- **Market Research and Strategic Execution**
 - Conduct market research to identify prospective members, with a focus on high-priority sectors and regions aligned with Coalition goals.
 - Research key decision-makers at prospective companies to tailor outreach and engagement strategies.
 - Leverage existing industry networks and relationships to identify warm leads and strategic opportunities.
 - Analyze data to develop insights that inform and refine membership development strategies.
 - Support the implementation of a comprehensive membership growth plan in alignment with organizational objectives.
- **Messaging and Proposal Development**
 - Prepare and manage executive-level presentation decks for the VP of Membership Development.
 - Craft targeted outreach campaigns and email sequences.
 - Develop case studies and collateral (e.g., one-pagers, sector briefs) to support prospect engagement.
 - Collaborate with Communications and Programs teams to align messaging with TC's mission and capabilities.

- **Lead Generation & Relationship Building**

- Identify and engage prospective members through research, networks, conferences and industry partnerships.
- Proactively engage with senior-level executives to advance membership conversations domestically and globally.
- Represent the Coalition at key industry events and forums to strengthen networks and raise visibility.
- Build early trust with prospective members, advancing conversations before handoff to VP.

- **Collaboration:**

- Partner with cross-functional teams - Programs, Communications, and Public Affairs - to align recruitment strategies with broader Coalition priorities.
- Contribute insights to strategic planning and pipeline reviews.

- **Reporting and Analysis:**

- Leverage CRM tools to track leads, opportunities, and outcomes.
- Monitor and analyze membership development performance metrics.
- Prepare regular progress reports highlighting achievements, challenges, and new opportunities.

Qualifications

- Bachelor's degree in business, marketing, international relations or a related field.
- 5+ years experience in business development, partnerships, or membership growth roles — ideally within the technology, trust & safety, or digital policy sectors.
- Proven success cultivating and influencing relationships with senior executives and decision-makers.
- Strong strategic thinking skills with the ability to analyze market dynamics and articulate compelling value propositions.
- Excellent communication and interpersonal skills, with professional presence.

- A relationship-builder at heart, with the ability to connect across sectors and translate networks into opportunities.
- Highly organized, self-starter who thrives in a collaborative and mission-driven environment.
- Entrepreneurial, intellectually curious, and adaptable.

Preferred but Not Required:

- Familiarity with LinkedIn Sales Navigator, CRM tools, and project management platforms (e.g., Asana, Confluence).
- Previous experience in or knowledge of Trust and Safety.

Location: Remote (US-based; Washington DC preferred)

Travel: Occasional travel required

Compensation: \$80,000 - \$90,000 base salary; bonus based on performance; health insurance; 401k plan with match

To Apply: Send cover letter and resume to recruiting@technologycoalition.org