



## **Association for a Better New York (ABNY)**

### **DIRECTOR OF MEMBER ENGAGEMENT**

Location: Midtown Manhattan, NY

Type: Full Time (Hybrid schedule)

Experience: 5-7 years

#### **About ABNY:**

The Association for a Better New York (ABNY) is New York City's leading civic organization, unites more than 260 leaders from business, labor, nonprofits, and philanthropy – alongside partners in government – to strengthen the city's civic fabric and create opportunity for all New Yorkers.

Through convenings and events, cross-sector connectivity, coalition-building around key policy priorities, cultivating the next generation of civic talent through ABNY Young Professionals and ABNY Women, and investing in communities through the ABNY Foundation, ABNY harnesses the collective power of New York's civic sector to celebrate, strengthen, and build a stronger New York.

#### **About the Director of Member Engagement:**

The Director of Member Engagement is responsible for leading ABNY's engagement with its 260+ Member organizations and serving as the primary relationship manager with the diverse network.

Reporting to the Chief Executive Officer (CEO) and working closely with the Vice President (VP), the Director ensures ABNY members are informed, connected, and actively engaged in the organization and the civic life of New York City. The Director is responsible for ensuring that membership delivers clear value by maintaining strong relationships with Member organizations, provides connectivity with other organizations and with government leaders, and translates member needs into meaningful programming and engagement opportunities.

#### **Key Responsibilities and Duties**

- In partnership with the CEO, help shape the strategic direction of ABNY's Membership program in alignment with the organization's mission to convene, connect, and mobilize New York City's civic sector;
- Lead efforts to grow, retain, and further engage ABNY membership, including prospecting new member organizations, developing recruitment strategies, managing onboarding, and overseeing retention initiatives;
- Partner with the VP to manage membership operations, including dues invoicing, billing, collections, and tracking for 260+ member organizations across multiple tiers;
- Drive sponsorship and membership revenue development by identifying, cultivating, and securing sponsorships and investment in ABNY's programs and convenings;
- Continuously evaluate and refine membership benefits to ensure strong value delivery, high engagement, and alignment with member needs and citywide priorities;
- Manage and maintain ABNY's membership database, ensuring accuracy of organizational contacts, stakeholder relationships, and engagement history;
- Work closely with the CEO and VP to design and shape member convenings and programming, including Power Breakfasts, ABNY Talks, salon dinners, and other convenings; and by identifying



timely policy and civic topics, sourcing speakers, and supporting event strategy;

- Serve as a key liaison for member engagement at ABNY events, including overseeing invitations, RSVPs, ticketing, and on-site member experience;
- Engage regularly with members to surface policy priorities, emerging issues, and partnership opportunities that inform ABNY programming and advocacy focus;
- Represent ABNY in external coalitions, civic partnerships, and issue-based working groups aligned with the organization's mission and membership interests;
- Direct member-facing communications, including website updates, event listings, and targeted member outreach;
- Provide day-to-day support for member engagement, relationship management, and organizational communications;
- Serve as a representative of ABNY at external events and convenings, including occasional evenings and early mornings;
- Support the CEO and VP on special projects and additional organizational priorities as needed.

**Qualifications:**

- Bachelor's degree in a related field; 5+ years of experience in relationship management, membership organizations, government affairs, public affairs, or a related field;
- Strong interest in New York City civic, economic, and public policy issues, with familiarity with local government, media, and civic institutions;
- Excellent written and verbal communication skills, with the ability to engage confidently on policy, civic, and business issues with senior stakeholders;
- Strong organizational skills, sound judgment, and ability to manage multiple priorities in a fast-paced, high-profile environment;
- Outgoing, relationship-oriented, and service-minded approach with the ability to engage a broad and diverse set of stakeholders across sectors;
- Proficiency in Microsoft Office required;
- Experience with tools such as Canva, Mailchimp, and WordPress preferred;
- Prior experience in membership organizations, stakeholder engagement, or operations strongly preferred.

**Salary:**

\$100,000-\$115,000; commensurate with experience; with opportunities for additional bonus pay based on meeting or exceeding organization growth targets. ABNY offers competitive salaries; paid time off; medical, dental, vision, and basic life insurance benefits; and a 401(k) plan with employer contribution match to eligible employees.

**To Apply:**

Please send your resume and cover letter to Vice President, Chad Purkey, at [cpurkey@abny.org](mailto:cpurkey@abny.org) by July 19, 2026.

**The Association for a Better New York is an Equal Opportunity Employer.**