

**POSITION**

Regional Engagement & Partnerships Manager

REPORTS TO

Sr. VP Regional Programs

POSITION HOURS

Full-time, salary/exempt position. The work requires 40+/- hours per week, based on project needs, with occasional evening and weekend work, as well as overnight travel for in-person industry events and meetings.

ABOUT VISIT CENTRAL OREGON

Visit Central Oregon (VCO) is the designated Regional Destination Marketing & Management Organization (RDMO) serving Deschutes, Jefferson, and Crook counties, South Wasco County, and the Confederated Tribes of Warm Springs, as designated by the Oregon Tourism Commission, dba Travel Oregon. Through Travel Oregon's Regional Cooperative Tourism Program (RCTP), Visit Central Oregon partners with destination organizations, chambers of commerce, economic development entities, Tribal and rural communities, public agencies, nonprofit organizations, small businesses, and industry stakeholders to strengthen the region's visitor economy while enhancing the visitor experience and quality of life for residents.

Our work extends beyond destination marketing to include destination stewardship, regional and industry collaboration, community engagement, grantmaking, accessibility and inclusion, visitor education, and sustainable tourism development. Guided by Travel Oregon's strategic vision, our RCTP work fosters thriving communities, protects the places that make Central Oregon special, and creates meaningful experiences for visitors and residents alike.

We believe tourism has the power to connect people, strengthen communities, and inspire stewardship of the places we all love. Every partnership we build and every project we undertake is rooted in creating lasting benefits for Central Oregon's visitors, residents, communities, businesses, and landscapes.

WORK ENVIRONMENT

At Visit Central Oregon, you'll find a hybrid work environment built on trust, curiosity, teamwork, ownership, and accountability. Our team resides in Central Oregon, and we believe great ideas come from working together, which is why our team collaborates in person Monday through Wednesday before shifting to focused independent remote work later in the week.

While we value flexibility in where work happens, we also practice strengthening relationships through intentional, in-person collaboration. This role requires regular travel throughout the region and beyond to plan and staff experiential familiarization and learning events, facilitate meetings and workshops, attend conferences and industry networking events, and represent Visit Central Oregon where our partners live and work.

Success among the Visit Central Oregon team comes from balancing focused independent remote work with active engagement—both within our organization and across the diverse businesses, attractions, entities, organizations, destinations and communities we serve.



POSITION SUMMARY

The Regional Engagement and Partnerships Manager plays a key role in Visit Central Oregon's Regional Cooperative Tourism Program, serving as a trusted partner, connector, and representative of the organization. This position will work collaboratively with colleagues and regional stakeholders to strengthen partnerships and advance strategic regional initiatives into meaningful outcomes that support thriving communities, enhance visitor experiences, and contribute to a resilient tourism economy.

THE PERSON WHO WILL THRIVE IN THIS ROLE

No two weeks look exactly alike—and that's part of the fun. This is a role for someone who is resourceful, hands-on, takes initiative, and enjoys getting out into the region, meeting people, discovering opportunities, and helping transform conversations into action. One day you might be booking a venue and coordinating a regional workshop, the next presenting with colleagues at an industry forum, then hosting a group of travel trade and media from another country, or celebrating a successful grant-funded project by a rural community partner.

You work independently, take ownership, and follow through without requiring significant oversight or recognition. You enjoy connecting people, building trusted relationships, and turning ideas into action. You are energized by engaging with communities, organizing meaningful projects, and find satisfaction in achieving effective results. You also enjoy sharing ideas, celebrating partner successes, and amplifying regional impact through spoken, written, and digital communications that connect people with opportunities, resources, and one another.

CORE COMPETENCIES

- Builds authentic relationships with diverse partners, earns trust through responsiveness and integrity, and brings people together around shared goals.
- Communicates clearly and confidently through presentations, meetings, digital communications, and written materials. Translates complex ideas into engaging, accessible content that informs, inspires, and builds participation.
- Plans and manages multiple projects simultaneously while balancing priorities, deadlines, budgets, and changing needs with flexibility and attention to detail.
- Serves as a thoughtful steward of program budgets, grants, and public investments through sound fiscal judgment, accountability, transparency, and strategic decision-making.
- Creates welcoming spaces for dialogue, facilitates productive conversations, and helps diverse groups work together toward common outcomes.
- Takes ownership, identifies opportunities for improvement, anticipates needs, and follows through with thoughtful solutions.
- Represents Visit Central Oregon with confidence, curiosity, and professionalism in meetings, community events, public presentations, networking opportunities, and industry gatherings.
- Thrives in a dynamic environment, embraces change, seeks feedback, and continuously develops new knowledge and skills.
- Understands that tourism succeeds when it benefits communities, businesses, visitors, natural and cultural resources, and incorporates that perspective into everyday work.



PRIMARY RESPONSIBILITIES

- Lead multiple regional initiatives from planning through evaluation, developing work plans and managing timelines, budgets, consultants, contractors, priorities, deliverables, and outcomes.
- Cultivate trusted relationships with destination organizations, Tribal governments, public agencies, businesses, nonprofits, and regional stakeholders.
- Represent Visit Central Oregon through intentional, in-person engagement at meetings, conferences, workshops, networking events, and community gatherings.
- Facilitate productive conversations that strengthen partnerships and advance shared regional goals.
- Lead the planning and delivery of workshops, familiarization tours (FAMs), networking events, and regional gatherings.
- Develop industry communications including newsletters, presentations, LinkedIn, website content, and stakeholder updates.
- Translate regional initiatives into compelling stories that demonstrate impact and encourage participation.
- Collaborate with the Marketing team to strengthen Visit Central Oregon's industry presence and communications strategy.
- Manage grant agreements, contracts, designated program budgets, reporting requirements, and compliance.
- Monitor performance measures, prepare reports, and identify funding opportunities that advance regional priorities.
- Collaborate across departments to improve systems, advance strategic priorities, and support organizational success.
- Perform additional duties that support Visit Central Oregon's mission and strategic goals.

WHAT SUCCESS LOOKS LIKE

Within the first year, a successful Regional Engagement and Partnerships Manager will:

- Build trusted relationships and represent Visit Central Oregon as a respected partner and industry ambassador throughout the region.
- Initiate and lead multiple regional efforts from planning through implementation.
- Deliver engaging meetings, workshops, and industry events.
- Produce communications that strengthen partner engagement and elevate Visit Central Oregon's regional presence.
- Maintain accurate project documentation, reporting, and grant compliance.
- Steward designated RCTP investments with sound fiscal judgment and strategic alignment to regional priorities.
- Contribute to a connected, innovative, and purpose-driven organizational culture.

WHY JOIN VISIT CENTRAL OREGON?

This is an exciting opportunity to support and contribute to shaping the future of tourism in one of the country's most remarkable destinations. You'll work alongside passionate teammates and dedicated regional partners on projects that strengthen communities, support local businesses, steward natural and cultural resources, and leave a lasting positive impact across Central Oregon.



SALARY and BENEFITS

\$70,000 - 85,000 Annual Salary (Depending on Experience)

Visit Central Oregon offers a competitive benefits package for all full time employees including paid time off, paid holidays, paid sick leave, paid volunteer days, a hybrid work schedule, a 401k retirement plan, health, dental, and vision insurance, a wellness stipend, opportunities for continuing education and professional development, membership in industry affiliated organizations, and more. To learn more, apply today.

HOW TO APPLY

Submit your résumé and narrative responses to the following Application Questions to CAREERS@VISITCENTRALOREGON.COM.

Applications close at 5:30 pm on Friday, September 4, 2026.

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Visit Central Oregon's team is strengthened by people with diverse experiences, perspectives, talents, and interests. Rather than submitting a traditional cover letter, we'd like to learn more about you through the questions below. Your responses will help us better understand your experience, approach to partnership-building, your interests, and what excites you about this opportunity.

Please respond thoughtfully but concisely; combined responses to the questions below should not exceed two pages.

APPLICATION QUESTIONS:

- What excites you most about the opportunity to serve as Visit Central Oregon's Regional Engagement and Partnerships Manager? What experiences, strengths, or perspectives would you bring to helping build partnerships and advance regional initiatives?
- Tell us about a time you brought together people or organizations with different perspectives to achieve a shared goal. How did you build trust, navigate challenges, and move the work forward? What was the outcome?
- This role involves representing Visit Central Oregon throughout the region by attending meetings, workshops, networking events, and partner visits. What energizes you about being out in the community, and how do you approach building authentic professional relationships?



- Describe your experience managing a program budget, grant funds, or other organizational resources. How did you prioritize investments, ensure accountability, and balance competing needs while achieving meaningful results?
- What else would you like us to know about you? We recognize that a résumé only tells part of your story. We'd love to learn about the experiences, interests, talents, community involvement, cultural connections, language skills, creative pursuits, or personal passions that have shaped who you are and what you would bring to the Visit Central Oregon team.

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****THANK YOU!****

**WE APPRECIATE YOUR TIME AND INTEREST IN THIS UNIQUE
OPPORTUNITY TO
JOIN THE VISIT CENTRAL OREGON TEAM!**