

Posting Information

Position Title: Sr. Director, Corp & Cause Development **Position Type:** Full-Time Employment
Position Location: Major Top 10 City (prefer Metro ATL) **Position Pay:** \$110,000 – 115,000
Hiring Manager: Lynda Smith | hr@youniquefoundation.org | 385.345.4556

Foundation Purpose

We inspire hope in women who were sexually abused as children or adolescents by providing healing services through retreats, support groups, and online resources.

We educate and empower parents and caregivers to protect children from sexual abuse through community and online resources.

We advocate for open discussions about sexual abuse through community dialogue and social awareness.

Qualifications

We are seeking a Sr. Director, Corporate and Cause Development to work closely with development leadership and key program stakeholders to maximize fundraising opportunities primarily through strategic partnership with Fortune 500 companies and other major corporations headquartered in the USA. S/he will manage a portfolio of prospects representing a revenue range of \$2 million - \$10 million. S/he will have responsibilities for mentoring and providing daily needed guidance to assigned staff.

Must be located in a major top 10 city, preferably Metro Atlanta.

Educational/Professional Requirements

- Bachelor's Degree in management, marketing or equivalent field

Experience Requirements

- 10+ years in corporate/cause development and team management a plus
- Demonstrated leadership, national and global relationship building experience
- Strong organizational skills
- Non-profit experience preferred

Responsibilities

- Collaborate with Chief Development Officer on areas needed for training/coaching.
- Serve as mentor and coach for direction on day-to-day questions.
- Provide input to Chief Development Officer on training needs and collateral materials.
- Create a market development/sales strategy for assigned portfolio.
- Define account-specific strategies that deepen partner relationships.
- Implement effective strategies to position for short and long-term revenue growth.
- Maintain a pipeline of potential partnerships in assigned territory.
- Proactively pursue business networking opportunities and establish relationships with business leaders in major metropolitan areas to seek qualified leads.

- Qualify prospects and design effective partnership programs based upon knowledge of partner business and CSR objectives.
- Collaborate with leadership to develop relationships with key stakeholders at multiple levels across partner organizations.
- Develop comprehensive solicitation plans.
- Develop and deliver creative presentations and proposals for corporate and cause partnership opportunities; ensure organizational leadership involved in pitch are briefed and prepared for meetings.
- Negotiate contract terms and collaborate with legal and finance teams to ensure compliance.
- Function as primary contact for key partnerships and prospects throughout the territory.
- Collaborate closely with cross functional teams to ensure 100% partner satisfaction through stewardship and customer service.
- Work closely with legal, finance, marketing, volunteer engagement teams for seamless execution of partnership.
- Communicate across cross functional teams and follow established processes for execution of partnerships.
- Provide accurate activity and pipeline reports including revenue and expense forecasts as required.
- Maintain current prospect and partner records.