



Position: Director, Corporate Partnership Development

Reports to: Chief Development Officer

FLSA: Exempt

### **POSITION PURPOSE**

Community Health Charities improves lives by raising funds and awareness to support critical health and wellness issues through workplace giving campaigns and strategic corporate partnerships. The Director, Corporate Partnership Development is responsible for creating, managing and growing revenues and relationships with existing and new partners in a specific region (i.e. Northeast, Southeast, North Central, South Central and West). This will be achieved through developing and implementing strategies to grow existing partnerships, and aggressively cultivating and securing new partnerships.

### **ESSENTIAL FUNCTIONS**

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- With Chief Development Officer or designee, establish revenue and engagement goals in existing campaigns
- Create and implement strategies designed to deepen relationships with corporate decision makers on existing and managed accounts
- Identify opportunities to grow revenues with existing and managed partnerships through workplace giving, cause campaigns, sponsorships and fee for service
- Identify, qualify, ask and close new corporate partnerships and workplace giving campaigns; consistently build and manage an effective pipeline
- Document and track progress on achieving goals in Stratus and other reporting tools and mechanisms
- Work closely with partner agencies to leverage their existing corporate partnerships to generate new or grow existing revenues
- Support a variety of campaign functions including custom plans, training and presentations
- Secure and support employee volunteer activities tied to CHC mission and partner agencies with corporate partners
- Identify and support distribution of CHC and partner agency health and wellness content in corporate partner internal communications
- Ability to travel 30%-50% of the time

### **KNOWLEDGE, SKILLS AND ABILITIES REQUIRED TO PERFORM WORK**

- Excellent communication skills (written and verbal)
- Knowledge of statistical and financial analysis and its application to the development of account strategies and forecasting
- Able to influence at the leadership level; problem-solving, influencing, analytical and strategic thinking skills; at ease in fast-changing environments; able to clearly express thoughts/ideas

- Ability to be self-starting, self-sufficient and independently focused, with minimal supervision, under deadline pressures
- Customer needs mindset; ability to identify, prioritize and implement actions that solve client needs
- Must be domiciled in major metropolitan area within one of five regions: Northeast, Southeast, North Central, South Central and West
- Strong computer literacy skills, with hands-on capability in Microsoft Office, donor/constituent relationship management systems, or generally equivalent system(s)
- Collaborative and project management skills to drive continuous improvement
- Familiarity with emotional intelligence theories and concepts

#### **EDUCATION REQUIRED**

- Minimum of 7-10 years of experience in non-profit relationship management
- Demonstrated success in creating and managing workplace giving or corporate partnership development
- Bachelor's degree
- Must possess exceptional communications, interpersonal and organizational skills
- Experience in healthcare and/or nonprofit sectors desired

*It is the policy of Community Health Charities to provide equal employment opportunity to all qualified individuals without regard to their race, color, national origin, religion, sex, gender identity (including gender expression), sexual orientation, disability, age, marital status, family/parental status, or any other characteristic protected by law, in all personnel actions. CHC is a forward thinking organization and promotes from within.*

All employees are required to satisfactorily perform the essential duties and responsibilities of their positions. The essential duties and responsibilities listed above are not intended to be construed as an exhaustive list of all responsibilities, duties and skills required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions of the job.