



## **Position Title: Senior Manager of Corporate Partnerships**

### **About Delivering Good:**

Delivering Good is a 501(c)(3) nonprofit organization that provides people impacted by poverty and tragedy with new merchandise donated by retailers and manufacturers. Since 1985, Delivering Good has distributed over \$2 billion of new clothing, home goods, toys, furniture, books and other consumer products through its network of more than 800 community partners, offering hope, dignity and self-esteem to at-risk children, families and individuals. By uniting retailers, manufacturers, foundations and individuals, Delivering Good strives to help create a more equitable world where children, adults and families facing economic, medical, social and environmental challenges have useful items needed to overcome adversity and achieve their full potential.

### **Position Description:**

Reporting to the Director of Marketing and Communications, the Senior Manager of Corporate Partnerships will focus on generating corporate revenue and brand awareness through the development and execution of cause marketing partnerships and corporate sponsorship programs. This person is a strategic thinker who can build and maintain a well-balanced portfolio of commercial co-venture partners, corporate sponsors and licensees.

### **Responsibilities:**

#### **Revenue Generation & Prospecting**

- Develop comprehensive strategies to identify, pitch, secure and execute partnerships that collectively generate annual revenue in excess of \$500,000.
- Collaborate with internal staff, particularly Financial Resource Development, to craft proposals that match the objectives and interests of the prospective donor.
- Participate in networking activities and events to cultivate new leads and build meaningful relationships with key account contacts.
- Partner with senior leadership, Associate Council and Board of Directors to identify and solicit corporate prospects.

#### **Stewardship & Program Execution**

- Maintain strategic oversight of relationships.
- Collaborate with partners' marketing teams to develop and execute cross-promotional opportunities that maximize partnership impact.
- Establish and track metrics to demonstrate progress toward program goals.
- Conduct mid-point program reviews as needed and lead renewal strategies.

#### **Compliance**

- Keep abreast of, and ensure compliance with, all current regulations associated with corporate and nonprofit fundraising, particularly commercial co-venture guidelines.
- Manage negotiation of legal agreements and collaborate with legal counsel to develop mutually beneficial terms of partnership.
- Evaluate and guide partnerships to be compliant with organization's ethical standards and in good faith support of our mission.

#### **General Marketing & Brand Awareness**

- Support the Director of Marketing & Communications in the development and execution of marketing strategies and collateral that effectively market the organization and attract revenue-driving partners.
- Proactively seek opportunities to drive visibility and elevate the image of Delivering Good in the eyes of donors, volunteers and the general public.
- Incorporate the Delivering Good brand into corporate partner marketing campaigns to reach larger audiences and provide opportunities for partners to share Delivering Good messages and impact statements.
- Draft copy and curate partner-related content for owned channels (e.g., email, social media, website, blog, annual reports) and press opportunities.



**Qualifications:**

- Passion for community service and social justice.
- Bachelor's degree with 5+ years of relevant experience in the nonprofit sector, such as fundraising, sales, business development, strategic partnerships and/or marketing.
- Proven success developing cause-marketing campaigns that drive unrestricted revenue and brand awareness highly desirable.
- Outstanding project management skills with the ability to drive multiple, complex projects forward.
- Experience in and/or knowledge of at least one of the Delivering Good product industries (e.g., retail/wholesale, fashion, children's, home) desirable.
- Proficiency in Microsoft Office and Salesforce required; experience with Pardot (or similar email marketing platform) a plus.
- Excellent written and verbal communication skills with exceptional attention to detail.

**Compensation and benefits:**

Salary commensurate with experience. Attractive benefits available.

To apply, please submit your resume, together with a cover letter describing your interest in the position, to [hr@delivering-good.org](mailto:hr@delivering-good.org) with the subject line: Senior Manager of Corporate Partnerships.

Due to the high volume of applications, we are unable to answer each submission individually. Should you be selected for further consideration, you will be contacted by a member of the Delivering Good staff.