



About Delivering Good:

Delivering Good, Inc. is the charity of choice for new product donations made by hundreds of companies in the fashion, home, and children's industries. Donating new merchandise provides these companies with a simple and effective way to help people in need. Founded over 37 years ago, Delivering Good is a 501(c)(3) nonprofit organization that unites retailers, manufacturers, foundations, and individuals to support people affected by poverty and tragedy. Since 1985, over \$3 billion of apparel, accessories, shoes, home furnishings, toys, books, and other useful items have been distributed to individuals and families dealing with poverty, disaster, and other challenges, through our network of community partners.

The organization is governed by an actively engaged 41-person board of directors who are industry leaders in a wide range of industries including manufacturing, retail, finance, banking, environmental sustainability, and more.

Title: Senior Development Manager, Corporate Partnerships (Hybrid)

Position Description:

Reporting to the Director Development, the Senior Development Manager, 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 and corporate sponsors.

Responsibilities:

Revenue Generation & Prospecting

- Develop comprehensive strategies to identify, pitch, secure and execute corporate partnerships of all types including but not limited to cause marketing, employee giving and corporate sponsorship of events.
- Serve as a strategic member of the Development team collaborating closely with the Senior Development Manager, Events, Director of Development and CEO on creating and maximizing on-going corporate relationships.
- Collaborate with internal staff, particularly Marketing and Communications, 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, members of the Board of Directors and Associate Council to identify and solicit corporate prospects.

Stewardship & Program Execution

- Strengthen and deepen strategic engagement with corporate partners year upon year.
- Collaborate with partners' marketing teams to develop and execute cross-promotional opportunities that maximize partnership impact and meet corporate goals
- Develop creative ideas to engage corporate partners in our mission work 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.
- Collaborate with the Product team to incorporate in-kind donations as part of cause marketing campaigns.

Associate Council

- Act as liaison between Delivering Good and the Associate Council, relaying organizational priorities and assisting Associate Council members with their outreach efforts.
- Collaborate closely with the Associate Council Co-Chairs to run bi-monthly meetings, plan events and add new members.
- Track fundraising progress of the Associate Council throughout the year and provide information about Delivering Good events and other opportunities for engagement and fundraising to the Associate Council.

Qualifications/Skills:

- Passion for community service and social justice.
- Bachelor's degree with 5+ years of relevant experience in the nonprofit or private 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 required.
- Development and fundraising software experience preferred.
- Excellent written and verbal communication skills with exceptional attention to detail.

Compensation and benefits:

Annual salary between \$80,000 - \$85,000 with attractive benefits available.

Dated: April 11, 2023.

To apply, please submit your resume, together with a cover letter describing your interest in the position, to hr@delivering-good.org with the subject line: Senior Development Manager, 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.

We are an equal opportunity employer, and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status, or any other characteristic protected by law.