



Position: Senior Manager of Nonprofit Partnerships

About Delivering Good Inc.:

Delivering Good, Inc. (DG) 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 35 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 - both nationally and abroad. Since 1985, over \$3.2 billion of apparel, accessories, shoes, home furnishings, toys, books, and other useful items have been distributed through our network of community partners. The annual operating budget of Delivering Good is approximately \$4.4 million.

Title: Senior Manager of Nonprofit Partnerships

Job Purpose: The Senior Manager of Nonprofit Partnerships, reporting to the Director of Strategic Initiatives, ensures the health of the network of DG's Community Partners that effectively distribute product donations to people in need. The Senior Manager also manages Delivering Good's retail partner programs.

Key Responsibilities:

- Manage the day-to-day relationships and communications with Community Partners in the Delivering Good network.
- Maintain Community Partner information in the Delivering Good Salesforce database.
- Ensure that Community Partners comply with applicable legal standards, as well as Delivering Good's specified standards for product donations.
- Review nonprofit organization applications and supporting documentation submitted for admission to the DG network of Community Partners.
- Monitor community partners' compliance with the contractual guidelines for the appropriate use of merchandise donations.
- Obtain measurement and evaluation data from nonprofit organizations that participate in DG Community Partners programs. Document and record the data in Salesforce. Present data reports which demonstrate the qualitative and quantitative impact of DG product donations on children and families in need.
- Develop surveys and other tools to measure the impact of DG donations on the well-being of recipient families and children.
- Implement outreach strategies and present recommendations to grow DG's community partners' grant model.
- Prepare Delivering Good state registrations, including data and submit to external registration service firm to ensure Delivering Good's compliance with state registration requirements.
- Manage Delivering Good Retail Programs with major DG manufacturing and retail partners.

- Coordinate and manage Delivering Good special projects, programs and initiatives such as the current Racial Equity Program.

Requirements:

- Demonstrated commitment to and passion for community service and social welfare.
- Knowledge of in-kind charitable donations and familiarity with nonprofit organizations and their operations. Prior nonprofit organization experience highly desired.
- Experience with organizational evaluation, assessment, and oversight.
- Desire and ability to work collaboratively in a small team environment, as well as experience working independently and with senior management.
- Knowledge of Salesforce, SharePoint and project management tools is highly desirable.
- Bachelor's Degree required; advanced degree a plus.
- Command of Microsoft Office applications.
- Excellent organization, written and verbal communication skills.

Compensation and benefits:

Salary \$76,000-\$85,000 range commensurate with experience. Attractive benefits available.

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