

THE ORGANIZATION

Feeding Westchester is looking for people with the passion, courage, and creativity to create meaningful change in the lives of others. As Westchester County's leading hunger relief organization, we moved nearly 22 million pounds of food to agencies and partners across Westchester County, including food pantries, soup kitchens, senior centers, and schools last year.

When COVID-19 brought the world to a standstill, Feeding Westchester never closed. Instead, the team mobilized and responded to unprecedented need for food, delivering more than 12 million pounds of food since March! Because of that, kids, families and seniors affected by the pandemic did not have to worry about where their next meal would come from. Though Westchester entered Phase 4 of reopening in July, we know our work is not done. Unemployment continues to rise, as does the need for food. We're looking for talented people to continue our mission to ensure as much food as possible on as many tables as possible for as long as there is need. What are you looking for?

THE OPPORTUNITY

Feeding Westchester has an exciting opportunity for a visionary and mission-driven Sr. Director, Corporate and Foundation. Reporting directly to the 'VP, Development', the Sr. Director, Corporate and Foundation plays a critical role in building relationships and providing strategic direction to help increase donor support. This person will be responsible for generating new revenue through sponsorship and other revenue sources. All aspects of the sales cycle including identifying new prospects, qualifying prospects, making sales presentations, and securing support are vital to this role. This person will also be responsible for leading Feeding Westchester's special events, corporate relations, community and cause marketing campaigns, and foundation relations. The Senior Director will manage campaign day-to-day fundraising activities of the team. Prior experience managing a high-performing fundraising team, strong interpersonal skills, passion around our mission, and a high level of organization are essential! This is a player-coach opportunity.

ESSENTIAL FUNCTIONS & RESPONSIBILITIES

Fundraising & Department Strategy

- Collaborate with the 'VP, Development' in creating and implementing a comprehensive fund development plan for assigned revenue categories including goal setting, strategies, budgeting, benchmarking, analysis and evaluation.
- Solicit and implement new business development plans to expand and diversify Feeding Westchester's corporate, business, and community support.
- Direct and implement cost effective event and campaign strategies with positive return on investment.
- Oversee and/or write high-quality fundraising materials including proposals, grant submissions, presentations, solicitations, reports and donor correspondence independently.
- Directly manage a portfolio of 600K-1M and will be responsible for the over channel goal.

Team Management

- Manage the Corporate Relations function to advance comprehensive and strategic year-round relationships with top companies/employers including year-round sponsorships, foundation support, employee engagement and volunteerism. In conjunction with the Vice Presidents, develops and approves sponsorship platforms, pricing, and benefits; reviews and approves corporate proposals for top accounts; insures financial support is secured from corporations and related foundations to achieve annual campaign goals.
- Manage the Community Engagement function and provides strategic direction and oversight for social events to ensure smooth execution of event logistics, auctions, and special appeals to maintain high quality participant experiences and to achieve annual campaign goals via events, community campaigns, peer-to-peer fundraising, and cause marketing campaigns.
- Manage the Grant/Foundation function revenue including all Feeding America Grant opportunities, proposals, reports, and prospecting for new funding opportunities.
- Provides reports, analysis, and recommendations to 'VP, Development' and 'President & CEO' to monitor and improve campaign performance.

JOB REQUIREMENTS

Required Knowledge, Skills, Emotional Intelligence, and Dispositions

- Significant skills in developing and executing fundraising strategies
- Detail-oriented with excellent oral and written communication skills

- Experienced public speaker
- Ability to work under pressure, prioritize multiple projects and adjust work accordingly, often against tight deadlines.
- Ability to build and manage relationships with key stakeholders
- Ability to work well across departments
- Ability to work independently and as a team member
- Ability to perform and problem-solve in a fast-paced environment
- Ability to maintain modern knowledge and skills in the fundraising field
- Can effectively mentor, motivate, and inspire team members
- Likes to work hard and have fun. Good sense of humor.
- Must be proficient in fundraising software platforms, analytics, and technology.

Required Education/Experience

- Bachelor's Degree and/or minimum of 7 to 10 years' experience in fund development.
- Demonstrated track record of success in managing and stewarding donors and campaign operations.
- Entrepreneurial style with the ability to take initiative, recognize opportunities and develop and implement focused plans for executing on those opportunities.
- Highly organized, creative, problem solving, highly developed interpersonal skills, attention to detail, experienced with regulatory compliance (local, state and federal) and financial literacy.
- A valid driver's license and use of a vehicle to travel is required along with the ability and flexibility to travel independently in the daytime, evening, and weekends to regional and national destinations and throughout Westchester County.

Physical Requirements

- Ability to lift, carry, and set up a variety of promotional materials including electronics, materials in boxes, and table top screens (weighing up to 50 pounds).
- Ability to pack, unpack and put away various materials.
- Prolonged standing, walking and bending in addition to sitting in front of a computer.
- Ability to access, research, read, review, enter and retrieve information from computer, hard copies, and desk top publishing systems.
- Ability to give regular communications in person, writing, by email and by telephone.
- Ability to give speeches and presentations to large groups.
- Ability to travel independently in the daytime and evening to regional and national destinations.
- Ability to access all work sites of the agency.
- Ability to work in below 0 F temperatures for short periods of time.

Working Conditions

- Working inside a warehouse environment and the Feeding Westchester offices.
- Working outside in all weather conditions in all Westchester communities.
- Travel throughout Westchester County.
- Ability to work irregular or extended hours including some evenings and weekends.
- Ability to work collaboratively on-site with set-up with independence to telework as needed.

ABOUT US

Feeding Westchester provides a competitive benefits package including paid time off, Medical/Dental/Vision coverages, 403(b) retirement plan with discretionary employer contribution, company-paid Life and LTD insurances, an Employee Assistance Program (EAP), and other ancillary benefits. Feeding Westchester is an Equal Opportunity Employer and does not discriminate on the basis of race, color, national origin, sex, religion, age, disability, sexual orientation, gender identity, veteran status, height, weight, or marital status in employment or the provision of services or any other category protected by law.

HOW TO APPLY

<https://recruiting.paylocity.com/recruiting/jobs/Apply/459991/Feeding-Westchester/Senior-Director-Corporate-Foundation>