

## **THE ORGANIZATION**

**Feeding Westchester** is looking for people with the passion, courage, and creativity to create meaningful change in the lives of others. As a member of the Feeding America network of food banks and 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 fiscal year. We supplied 18.2 million meals to children, families, and seniors, mobilized 11,000 volunteers, and raised over \$12 million in donations to help end hunger.

**Feeding Westchester's mission** is to nourish our neighbors in the fight against hunger. As the heart of a network of more than 200 partners, we source and distribute food, and other resources, to communities across Westchester. We envision a community where all people have access to the food they need today, and the fundamental resources to build a better tomorrow.

## **JOB SUMMARY**

Feeding Westchester has an exciting opportunity for a Director of Corporate Partnerships. The director is an essential member of the Corporate, Foundation and Community (CFC) team, responsible for growing and expanding our corporate partnerships, sponsorships, and multi-year, multi-product revenue streams to ensure the company is reaching funding deliverables and expectations. This position is responsible for developing and leading strategies for growth in identifying, cultivating and leveraging corporate partnerships to maximize ongoing sponsorship income and interest from corporations. This is a proactive forward-facing position that focuses on developing strategic business relationships with companies to secure annual and multiyear funding, as well as sponsors to support Feeding Westchester's events (3-5 annually).

## **ESSENTIAL FUNCTIONS & RESPONSIBILITIES:**

- Identify, qualify, cultivate, solicit, and steward high-level relationships with corporate partners to meet and exceed annual revenue goals
- Drive comprehensive corporate initiatives through employee and executive engagement, corporate foundation gifts, consumer engagement opportunities, network fundraising activities, and mission funding opportunities
- Execute strategy for corporate partnerships and account management, including the pursuit of new opportunities, management and cultivation of existing relationships, and driving overall account engagement to achieve revenue target goals
- Create and execute a stewardship plan for key contacts
- Oversee the delivery of high-level constituent experience and recognition programs in order to cultivate new expanded opportunities; collaborates with development staff on the ongoing cultivation of existing donor relationships
- Develop a pipeline of renewal and new funder prospects; solicit and secures sponsorship revenue, including multiyear gifts
- Organize regular meetings and tours as part of stewardship plans, involving CEO and/or other Feeding Westchester leadership
- Partner with volunteer team to coordinate on-site and custom corporate volunteer engagement projects
- Manage Golden Scoop Corporate Pack Competition event and work in partnership with CFC team to secure sponsors and support the overall execution of other major events
- Oversee the matching gift and employee giving programs in consultation with the Individual Giving team.
- Produce, monitor, and evaluate reports on annual corporate revenue plans including monthly budget, targeted ask amounts, commitments, and payments received
- Provide analysis, identifies potential shortfalls, and develops and implements contingency plans and course corrections as needed to achieve goals
- Communicate regularly with programs/operations teams to gather information and assess progress toward reaching program goals
- Report to Sr. Director, Corporate Partnerships and Foundation

## **Required Education/Experience**

### **Education/Experience:**

- Must have at least five years of experience in fundraising, outside sales or in a non-profit organization in a similar capacity. Proven successful sales experience, particularly in selling intangible programs and services, along with the ability to develop and execute sales and marketing strategies. Events experience a plus.
- BA/BS Degree in Business, Marketing/Communications, or Non-profit Management preferred
- Proven ability to work within an organization emphasizing teamwork and excellence
- Results-oriented, closer, strategic thinker, highly responsive, proactive, timely, accurate and thorough in follow through
- Remain composed under stress, handle feedback tactfully and deliver on organizational commitments
- Have a sense of humor and ability to develop strong working relationships, both internal and external

### **Fundraising:**

- Experience in sales and negotiations, including the ability to problem-solve and conceptualize new opportunities
- History of selling and closing at least five figure deals and increasing sales year over year
- Demonstrated experience developing successful partnerships and revenue opportunities with corporations
- Ability to consult and interact with high-level executives including Senior Management, Vice Presidents, Directors and Managers, as well as Fortune 1000 CEOs, Presidents, and Vice Presidents
- Demonstrated verbal and written communication skills, including large and small group presentations, group facilitation, and training
- Skill in written communications to include clear and concise narrative reports, evaluations, and similar narrative pieces
- Exceptional persuasive writing skills and proven record of accomplishment in successful sponsorship proposals and grant submissions to achieve revenue goals
- Strong interpersonal skills and demonstrated success in relationship management and the ability to increase a donor or client base

### **Organization and Planning:**

- Strong strategic planning and project management skills
- Experience planning, executing and evaluating programs and projects
- Proficient in Raiser's Edge, NetSuite, SharePoint, Power BI or similar software
- Strong analytical and research skills
- Extremely organized, impeccably detail oriented and accurate and thorough in follow through
- Ability to analyze and integrate information from relevant sources
- Results-oriented, strategic thinker, highly responsive, proactive and timely

### **Physical Requirements**

- Ability to lift, carry, and set up a variety of promotional materials including electronics, materials in boxes, and tabletop 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 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
- Must have valid driver's license and use of a vehicle to travel for Feeding Westchester

#### **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 as needed
- Ability to work in the office 5 days a week 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.

Feeding Westchester is committed to continually working to ensure we have an equitable and inclusive environment in place to support our diverse team. We strive to create professional growth paths for all who want them and a just culture that will support both internal collaboration and the work we do for our local community.

The purpose of this job description is to provide an overview of the scope of the position. This is not a comprehensive list of duties/responsibilities. Other duties and responsibilities may be assigned.

**SALARY RANGE: \$75,000-90,000**

**Are you ready to work on fighting hunger? If so, apply here:**

**<https://recruiting.paylocity.com/recruiting/jobs/Apply/1061923/Feeding-Westchester/Director-Corporate-Partnerships>**