

Corporate Partnership Manager

Description:

Keep America Beautiful is currently seeking a Corporate Partnership Manager to develop donor relationships and fund raise, focusing on corporate donors and Peer to Peer opportunities. This mission-critical role serves as a key steward for developing a portfolio of current and prospective donors and secure budget relieving In-Kind support. He/she will be expected to meet annual revenue targets by identifying, engaging, cultivating, stewarding, and soliciting major gifts from corporations and individuals. This person MUST work well under minimal supervision. The Manager manages inbound leads, researches profiles for corporate, individual and foundation prospects and determines the appropriate course of action, referral, or response. Prioritizes conflicting needs; handles requests and projects expeditiously, proactively, and follows them through to successful completion, often with deadline pressures.

Responsibilities:

Fund Raising:

- Implement programs and activities in partnership with existing donors, leadership, volunteers, and the Development Team to identify, educate, cultivate, solicit and steward donors.
- Meet or exceed minimum 500K annual fundraising target for the current fiscal year (pro rated) including renewable gifts and earned revenue.
- Actively research, target, and solicit new prospects to meet prospecting portion of financial target.
- Design and implement multiple corporate donor strategies targeting organizational objectives and donor interests in partnership with cross-departmental teams; create and maintain up-to-date donor profiles (Salesforce).
- General fundraising support – proposals, letters of inquiry, online grant applications, introductory decks, P2P donor platforms, mail chimp

Assisting with Fundraising Projects:

- Event fundraising support – KAB National Conference, annual Vision for America Award event, Employee Engagement activities, P2P, and Special Events

Writing and Research:

- Annual appeals to corporations and individuals
- Donor correspondence (acknowledgement letters, e-blasts and mailings)
- Strong ability to ideate and develop comprehensive donor concept papers and proposals

Salesforce Database Management:

- Gift entry, reporting, inputting and updating donor information
- Manages inquiries through the Salesforce database

Other duties as assigned, including but not limited to:

- Proofreading and editing
- Organizational tasks
- Occasional late nights, weekends, and travel
- Sales Force and Mail Chimp knowledge are highly recommended
- MS Office Suite + Smartsheets

Experience/Qualifications:

Required: Bachelor's degree; excellent writing skills; dedication to fundraising at the national non-profit level, 3 to 6 years of experience in a sales, fundraising or development role.

Preferred: Progressive experience in a successful development programs and knowledge of "best practices" in development; experience using the Salesforce database

Skills Required:

- Collaborative spirit, sense of humor
- Excellent interpersonal, verbal and written communication abilities
- Fundraising, sales or development skills
- Time management and multi-tasking skills
- Database management
- Detail oriented and organized
- Ability to meet deadlines
- Requires travel, regionally and nationally, 25% of the time
- Knowledge of computers and technology, proficiency with Microsoft Office (Word, Excel, PowerPoint)
- Ability to adopt to change with a positive attitude
- Interest/knowledge in environmental issues, i.e. recycling, litter abatement a plus

Benefits:

Comprehensive benefits package including: Medical, Vision, Dental, 403b, FSA, HSA, Summer Hours.

Details:

- Application Deadline 8/30/19
- Start Date 9/16/19
- Salary – Competitive for position level with bonus opportunities.
- Language required – English

How to Apply:

sconnor@kab.org

Please send all application documents and information to sconnor@kab.org and please answer the following questions:

1. Why am I interested in working at KAB?
2. What makes you uniquely different?
3. What are your top 3 strengths + weakness?

****Strong sales, closing, stewardship skills required. This person will have a 500K revenue goal.**

Qualified candidates will be contacted. Rolling application basis.