


GREATER BAY AREA
Job Announcement
Corporate Relations Manager
1/18

Make-A-Wish Greater Bay Area is a wish granting organization. Together, we create life-changing wishes for children with critical illnesses. Our Chapter serves children from Monterey to the Oregon border and anticipates fulfilling over 400 magical wishes this year. Each wish is unique and is the dream of a child who is critically ill, the resulting smiles speak volumes to the healing effects of a wish come true.

The Corporate Development department is responsible for raising \$1,850,000 in corporate donations annually. The Corporate Relations Manager is responsible for fundraising with existing corporate partners as well as developing and maintaining new corporate partnerships through many programs (event sponsors, general fundraising promotions, cause-related marketing, etc.) The successful candidate we seek is passionate about our mission, comfortable speaking to small and large groups, is a team player as well as creative self-starter that will take the initiative to get the job done. This full-time, exempt position reporting to the Corporate Development Director

RESPONSIBILITIES:

CORPORATE GIVING

Work with the Corporate team under the direction of the Director to Identify and develop marketing, cultivation, solicitation and stewardship strategies and initiatives of key corporate partnerships in support of stated yearly revenue goals.

Prospect and cultivate corporate partners/prospective donors

Manage a tailored portfolio of 100+ assigned corporate donors at various stages of cultivation cycle from identification through solicitation and stewardship.

Write and personally present solicitation proposals to prospective partners and sponsors; write and facilitate terms of agreement; close gift agreements

Maintain a database of partnership opportunities using The Raiser's Edge: complete and file prompt contact reports and build information on corporate donors and prospects.

Work collaboratively with Make-A-Wish America and other chapters throughout the U.S. to execute cause marketing campaigns and regional corporate partnership initiatives.

EVENT SPONSORSHIP

Collaborate with communications team to develop effective collateral for approaching corporate partners.

Collaborate with Events team on event strategy involving event sponsors

Retain past sponsors and identify and secure new corporate sponsors for internal events

CAUSE MARKETING

Work with the Corporate team on execution strategies and overall donor management for MAWA corporate partners and cause-related marketing partners in support of achieving chapters' stated revenue goals.

Develop and coordinate cause-related marketing programs, ensuring consistency and adherence to standards provided by MAWA.

Prospect and cultivate national and regional brands with a focus on cause-related marketing partners.

Use strategic communications in concert with the Marketing Team to steward partnerships through social media

Work closely with gaming and consumer companies to build strategic partnerships and campaigns in an effort to generate awareness and funding for MAW Greater Bay Area

EXPERIENCE & SKILLS:

Strong understanding of development, corporate philanthropy and corporate sponsorship Sales experience a plus. BA or equivalent, minimum 3 years' experience with face-to-face solicitation, ideally with nonprofit development experience.

Professional demeanor in person and on the phone, strong customer service skills.

Excellent communication, organizational and computer skills necessary / Raiser's Edge experience preferred

Ability to work both independently and as a member of a team.
Interest in nonprofit work and belief in the value of community service.
Valid CA Driver's License and access to personal car for occasional travel.
Some evening and weekend commitments required.
Ideal candidate will be well organized, have excellent and prompt follow through, meet deadlines and love working in a fun and fast paced environment for a world-class charity!

To apply:

Send a letter of interest and a resume to:
Corporate Relations Manager Search
Make-A-Wish Greater Bay Area
Email: jobs@SFWish.org

Office Location
1333 Broadway, Suite 200
Oakland, CA 94612

No phone calls, please. Position is open until filled. EOE