



Corporate Relations Officer

Do you believe in the power of every girl? If so, join Girl Scouts San Diego where you can have meaningful impact and help build girls of courage, confidence, and character who make the world a better place!

Working closely with the Philanthropy team, the **Corporate Relations Officer** has the primary responsibility for increasing corporate support to advance the mission of Girl Scouts, through planning, coordination, and execution of the corporate giving program. This position will be responsible for cultivating new relationships with the business community, stewarding existing partnerships and bringing in significant funding through philanthropic investments and event sponsorships

ESSENTIAL RESPONSIBILITIES/DUTIES

- Prepare strategic fundraising plans and ensure steady growth of corporate giving program.
- Evaluate and refine corporate giving strategies in collaboration with Chief Advancement Officer.
- Identify prospects and cultivate new and current donors to solicit for corporate gifts.
- Thoughtfully steward all corporate partners to ensure renewal and drive increased commitments.
- Develop meaningful visibility around sponsorship opportunities to increase sponsors' engagement.
- Manage all aspects of corporate donor/sponsor relationships, including fulfillment of sponsorship benefits, ensuring strong, long-lasting partnerships.
- Build strong and productive relationships with other Council staff, identifying funding opportunities and enhancing donor communications.
- Prepare compelling donor correspondence including proposals, sponsorship decks, reports, letters and emails.
- Deliver compelling presentations to partners and prospective partners.
- Support and participate in committees as needed.
- Provide and analyze monthly reports to track progress and adjust strategies for success in the corporate giving program.
- Perform additional duties as assigned to assist in fulfillment of the council's mission and goals.

Minimum Requirements

- At least five years of fundraising or equivalent experience desired.
- Ability to establish confident rapport and communicate with donors verbally and in writing.
- Track record of success in securing and meeting fundraising goals.



- Excellent telephone, email and in person etiquette, interpersonal and communication skills and ability to actively listen to staff members, volunteers and donors and quickly resolve their needs.
- Belief in the mission and values of Girl Scouting; be willing to subscribe to the principles expressed in the Promise and Law, and aware of the needs of girls in our pluralistic society.
- Ability to communicate effectively with individuals and groups from a culturally diverse population.
- Drive and determination to work effectively with minimal supervision.
- Ability to professionally interact with all levels of our diverse organization, external customers, and donors.
- Excellent organizational abilities and attention to detail.
- Computer proficiency in Microsoft Office including Word, Excel, PowerPoint, and Outlook, donor relationship management systems (Raiser's Edge), and social networking.
- Proficiency in MS Office software including Outlook, Word, and Excel.
- Current California Driver's license, valid auto insurance, and be insurable by the council auto policy carrier, and have access to a vehicle on a daily basis.

Salary: \$70,000 - \$80,000 DOE

This is a full-time, exempt position eligible for benefits including medical, dental, vision, 401(k) with match. Apply online at sdgirlscouts.org.

About Girl Scouts San Diego

As part of the largest girl-serving nonprofit in the country, Girl Scouts San Diego (GSSD) builds girls of courage, confidence, and character, who make the world a better place. With the help of more than 12,000 volunteers, GSSD serves approximately 23,000 girls in grades K-12 in San Diego and Imperial Counties.

For a century, Girl Scouts San Diego has engaged and inspired generations of leaders. Through the Girl Scout Leadership Experience, the proven program that focuses on science, technology, engineering and math (STEM); the outdoors; life skills; and entrepreneurship (cookie and fall product programs), girls learn to empower themselves for a lifetime of leadership and success.

Girl Scouts San Diego is an Equal Opportunity Employer and invites applications from all qualified candidates.