



## **Director of Philanthropic Partnerships**

### **Position Overview**

The Director of Philanthropic Partnerships leads and grows a \$1M+ annual institutional revenue portfolio, building strategic corporate and foundation partnerships that advance the Library Foundation's mission and long-term sustainability.

This senior fundraising leader designs and executes a comprehensive strategy to secure philanthropic support from corporations, private and family foundations, and institutional partners in support of library programs, including youth literacy, workforce development, digital equity, cultural programming, Books Unbanned (ages 13–19), Family Learning Centers, and future strategic initiatives.

Reporting directly to the Executive Director and CEO, this role is externally focused, revenue-accountable, and relationship-driven. The Director plays a lead role in securing corporate sponsorships for the Foundation's annual gala, *Grape Expectations*, and collaborates closely with the Director of Individual Giving and Board leadership to maximize cross-channel fundraising success.

### **Primary Responsibilities**

#### **Institutional Fundraising Strategy & Revenue Growth**

- Develop and implement a multi-year strategy to secure and grow a \$1M+ institutional fundraising portfolio.
- Establish measurable revenue goals, growth benchmarks, and accountability metrics.
- Build and actively manage a portfolio of 50–75 corporate and foundation prospects, including new, existing, and lapsed partners.
- Identify emerging funding opportunities aligned with the Foundation's strategic priorities.

#### **Relationship Development & Cultivation**

- Proactively identify, research, and qualify new corporate and foundation prospects.
- Serve as the primary relationship manager for institutional partners.
- Lead cultivation meetings, presentations, and solicitation strategies in partnership with the Executive Director and Board members.



- Maintain strong relationships with corporate social responsibility (CSR) and community relations leaders, foundation program officers, and community stakeholders.
- Develop thoughtful stewardship strategies to ensure long-term partnership growth.

### **Grants & Institutional Giving Management**

- Oversee the full grant lifecycle: concept development, proposal writing, submission, reporting, compliance, and renewal.
- Collaborate with program and finance teams to develop compelling proposals and accurate grant budgets.
- Translate impact data into persuasive narratives and measurable outcomes.
- Maintain accurate tracking of proposals, deadlines, reporting requirements, and funder communications within Blackbaud Raiser's Edge.

### **Gala & Corporate Sponsorship Leadership**

- Lead strategy and execution of institutional sponsorships for the Foundation's annual gala, *Grape Expectations*.
- Secure major corporate sponsors and underwriters.
- Partner with Gala Committee leadership and Board members to expand corporate tables and sponsorship revenue.
- Collaborate with Communications & Public Affairs to ensure sponsor recognition and fulfillment.

### **Organizational Leadership**

- Serve as a strategic thought partner to the Executive Director and CEO on institutional revenue growth.
- Collaborate closely with the Director of Individual Giving to align institutional and major donor strategies.
- Provide oversight to grant consultants or contract writers as needed.
- Partner with Finance to monitor restricted revenue and reporting compliance.
- Support additional Foundation initiatives and events as needed.

### **Qualifications**

#### **Required Experience**

- 5–7+ years of progressive nonprofit fundraising experience, including corporate and foundation giving.
- Demonstrated success securing six- and seven-figure grants and sponsorships.
- Proven ability to manage and grow a seven-figure institutional portfolio.



- Exceptional written and verbal communication skills.
- Strong relationship-building, presentation, and negotiation skills.
- Ability to manage multiple projects and deadlines while meeting revenue goals.
- Bachelor's degree required (or equivalent professional experience).

### **Preferred Experience**

- Experience in education, literacy, youth development, or community-based nonprofit organizations.
- Existing relationships with corporate and foundation funders in Southern California.
- Experience working with engaged volunteer boards.
- Familiarity with Blackbaud Raiser's Edge and institutional research tools.

### **Personal Characteristics**

- Mission-driven with a passion for literacy, access, and equity.
- Entrepreneurial mindset with a bias toward growth and action.
- Strategic thinker who connects funding opportunities to measurable impact.
- Collaborative and comfortable working across departments.
- Emotionally intelligent and confident in executive-level settings.
- Detail-oriented without losing sight of broader revenue objectives.

### **Compensation & Benefits**

Salary range: \$100,000 – \$130,000, commensurate with experience.

The Long Beach Public Library Foundation offers a competitive benefits package and a collaborative, mission-driven work environment committed to literacy, access, and opportunity for all.

The Long Beach Public Library Foundation acknowledges that equal opportunity for all people is a fundamental human value. Each employee will be considered based on individual ability and merit without regard to race, color, age, religion, national origin, disability, sexual orientation, gender, or marital status.

Interested candidates should submit a resume and letter of interest in PDF or MS Word format to [veronica@lbplfoundation.org](mailto:veronica@lbplfoundation.org) with "Director of Philanthropic Partnerships" in the subject line. Applications will be reviewed beginning March 16, 2026, with priority consideration given to materials received by March 13, 2026.

No phone calls, please.