



Position: Director of Corporate Partnerships
Reports to: Chief Development Officer
Job Status: Fulltime, Exempt

Position Summary:

The Director of Corporate Partnerships designs and assures implementation of a corporate gifts strategy focused on managing relationships, developing affinity partnership opportunities, and securing support from corporate donors \$25,000 and up. This individual will manage a portfolio of 75+ prospects and donors, and work closely with the development team to ensure coordination amongst all giving programs.

Director of Corporate Partnerships Responsibilities:

- Serves as the primary relationship manager for a portfolio of corporations and corporate foundations, with responsibility for prospect research, recruitment, cultivation, and retention. Additional responsibilities may include curation and activation of volunteer opportunities, internships, and mentorships based on corporate partners' needs.
- Aligns corporations' affinities and needs with DSF priorities to support organizational goals.
- Utilize DSF staff, board and volunteers to assist in identifying, cultivating and stewarding prospects and donors. Build and facilitate plans to engage prospects in DSF activities, develop solicitation strategies, cultivate programmatic and funding opportunities, and steward and recognize new gifts.
- Actively uses Raiser's Edge NXT for management and maintenance of pipeline, cultivation process, donor and prospect records, gift and pledge recording, and informational reports.
- Participates in strategizing portfolio management with CEO, CDO, director of development, director of major gifts and senior development manager.
- Partners with program and volunteer staff to ensure successful program execution, including tracking, planning, implementation of deliverables.
- Other duties as assigned.

Qualifications and Requirements:

- Seven or more years of nonprofit fundraising, corporate experience preferred
- Bachelor's Degree or equivalent combination of training and experience
- Experience with Raiser's Edge and/or Raiser's Edge NXT preferred
- Excellent understanding of fundraising principles and techniques

Skills and Abilities:

- Ability to build strong relationships with a donor centric approach
- Ability to understand the needs and interests of corporate donors in order to develop relationships between them and DSF
- Dedication to promoting DSF's fundraising priorities through developing excellent working relationships with DSF staff, board, committees, and other volunteers
- Ability to initiate, analyze, monitor, evaluate, and alter strategic development plans
- Strong communication and writing skills.
- Experience working with all Microsoft Office applications

Send Resume and Cover Letter to jobs@denverscholarship.org subject line: Dir. Of Corporate Partnerships