

# Good+Foundation

## Director, Corporate Giving & Partnerships New York, NY

Good+Foundation is committed to upending multi-generational poverty. We work to alter systems + policies to create long-lasting change, and we meet the everyday needs of mothers, fathers, and caregivers through donations of essential goods and financial grants.

We are looking for a Director of Corporate Giving & Partnerships to join the team. The ideal candidate will have an entrepreneurial drive and will oversee Good+Foundation's national corporate giving platform, while providing support for fundraising and awareness-raising events.

Reporting directly to the VP of Development and working collaboratively with cross-functional teams, this role spearheads and manages a portfolio of large-scale corporate partnerships and corporate product donors as well as event sponsorships, helping to grow and diversify the foundation's fundraising streams. Annual fundraising, product, and sponsorship goals are identified by organizational leadership and inform the work of the person in this role. This position is based in New York City.

### **Primary Responsibilities:**

- Develop an annual corporate giving strategy and execution plan tied to departmental goals and objectives
- Develop new concepts, programs, and prospects in partnership with other product and program staff to meet corporate partnership fundraising goals
- Oversee a portfolio of corporate partnerships including product, financial, and event sponsorships from solicitation to stewardship to execution
- Work closely with the Program Manager and Corporate Product-adjacent team to generate corporate product donor targets and hand-off to team members for logistics related to donation delivery and value
- Identify donor targets and then secure and manage event sponsorships for annual fundraising events
- Work with the Marketing and Communications team and especially the Special Events & Donor Relations Manager to ensure delivery of event sponsor benefits
- Develop mutually beneficial ROI for each partnership while remaining mission-aligned and collaborate with Good+ colleagues to deliver benefits for each agreement
- Collaborate with Mar/Comms to offer input on supporting outreach and reporting collateral such as presentations, pitch decks, sponsor reporting, wrap reports and other marketing creative needed to activate each partnership
- Create or maintain assets needed by corporate prospects/partners to obtain support and reach goals
- Maintain and frequently update prospect and donor records in Salesforce in a transparent and timely manner; and ensure updates to communications and development databases and agendas, as appropriate
- Manage and produce all corporate financial tax and TY donation letters within two weeks of receipt

## **EXPECTATIONS FOR PROFESSIONALISM:**

- Director of Corporate Giving & Partnerships is expected to present a strong interest in professional development and industry best practices. Further, s/he will function as an integral part of the full Development and Mar/Comms teams, offering suggestions and ideas that advance the organization's mission and adhere to guiding values.

## **About Good+Foundation:**

Good+Foundation partners with a national network of social service programs to pair goods – such as cribs, car seats and diapers – with mental health support, workforce development, co-parenting classes, preparation for the high school equivalency exam and more. By giving fathers tools, dignity and opportunities to re-engage with their families, mothers are getting more support, children are getting greater access to their fathers and men are learning how to become the dads they want to be.

With operations in New York City and Los Angeles, Good+Foundation has provided more than \$95 million in essential goods since 2001. In 2022, 92 percent of revenue went directly to Good+ programs. The organization has, for the tenth consecutive year, earned a 4-star rating on Charity Navigator – the highest rating possible – as well as a GuideStar Platinum Seal of Transparency and accreditation by the Better Business Bureau's Wise Giving Alliance for transparency, efficiency, and operations.

Visit [www.goodplusfoundation.org](http://www.goodplusfoundation.org) for more information.

*Salary from \$100,000 to \$105,000 depending on experience, + generous benefits package that includes health insurance, 403(b) retirement, 14 paid holidays and paid sick, personal and vacation time.*