

# We are Good+Foundation.

## **POSITION SUMMARY - Director of Corporate Partnerships**

Good+Foundation is a leading national non-profit that works to dismantle multi-generational poverty by pairing tangible goods with innovative services for low-income fathers, mothers, and caregivers, creating an upward trajectory for the whole family. The organization partners intensively with a vetted network of social service programs to pair goods – such as cribs, car seats, and diapers – with counseling, employment assistance, co-parenting classes, and more. With operations in New York City and Los Angeles, Good+Foundation has provided more than \$121 million in essential goods since 2001. In recent years, Good+Foundation has added a Family Cash grants microgrants program to its in-kind donation model, providing nearly \$1.5 million in cash assistance to date. Visit [www.goodplusfoundation.org](http://www.goodplusfoundation.org) for more information.

The **Director of Corporate Partnerships** will be responsible for managing and growing Good+ Foundation's corporate in-kind donation efforts and overseeing volunteer engagement programs. This position will play a critical role in building and nurturing relationships with corporate partners to increase in-kind donations of goods and to mobilize volunteer support. The Director will work closely with the development, programs, and operations teams to align corporate engagement strategies with the foundation's mission and goals. Reporting to VP of Advancement, this role spearheads and manages a portfolio of large-scale corporate partnerships and product donors, helping to grow and diversify the foundation's fundraising streams.

## **RESPONSIBILITIES - Corporate In-Kind Product Donations**

- Develop an annual corporate product giving strategy and execution plan tied to departmental goals and objectives
- Develop new campaigns, programs, and prospects in partnership with other staff to meet fundraising goals
- Oversee a portfolio of corporate partnerships including product donations and volunteerism, through all stages of the donation lifecycle; prospecting, solicitation, stewardship, and execution
- Develop and implement outreach strategies to acquire new corporate donors
- Work collaboratively with cross functional teams to generate corporate product donor targets and hand-off to team members for logistics related to donation delivery and value
- Work with the Marketing and Communications team to ensure delivery of corporate donor 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, reporting, wrap reports and other marketing creative needed foreach 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

### **RESPONSIBILITIES - Volunteer Engagement**

- Work closely with the volunteer team in expanding the corporate volunteer program
- Develop strategies to identify new corporate volunteer sources; conduct outreach to corporations to build partnerships
- Maintain and deepen existing relationships with corporate partners, ensuring consistent communication, recognition and engagement
- Serve as an ambassador for Good+ Foundation at networking events, conferences, and corporate engagement opportunities.
- Provide timely and accurate reporting to corporate partners, showcasing the impact of their donations and volunteer efforts.

### **ESSENTIAL REQUIREMENTS/EXPERIENCE**

- 5+ years of experience in corporate partnerships, development, volunteer management, or a related role in a nonprofit or corporate environment.
- 3+ years of supervisory experience
- Proven track record of securing in-kind donations and managing corporate relationships.
- Strong project management skills, with the ability to manage multiple projects simultaneously and work under tight deadlines.
- Excellent communication and interpersonal skills, with experience in public speaking and presentation.
- Ability to collaborate effectively across teams and with external stakeholders.
- Strong analytical skills and experience with tracking, reporting, and data analysis related to in-kind donations and volunteer impact.
- High proficiency in CRM software.
- Passion for Good+ Foundation's mission and commitment to social impact.

**Salary:** \$95,000-\$105,000 a year annually, with a benefits package that includes fully covered health insurance, a 403(b) retirement plan with a 3% match after two years of employment,

FSA and childcare spending accounts, as well as 14 paid holidays, 3 weeks paid personal and vacation time, and 6 sick days.

**Location:** This is a hybrid position - the position will be onsite 3 days a week at our NY office located in Manhattan's Garment District.

**To Apply:** Please email your resume and cover letter to VP of Advancement, Jenn Moore, [jenn@goodplusfoundation.org](mailto:jenn@goodplusfoundation.org)