

We are Good+Foundation.

POSITION SUMMARY - Director of Corporate Partnerships

The **Director of Corporate Partnerships** will lead strategy and execution for two core areas: securing high-impact, in-kind product donations from corporate partners and overseeing a robust, mission-aligned volunteer program—helping to deepen and grow both revenue streams. This role is ideal for a creative, relationship-driven professional who can translate corporate interest into meaningful community impact—ensuring donated goods and volunteer engagement directly support families and advance the foundation’s mission. Day to day, the Director will manage partner relationships, support product donation logistics, plan and staff volunteer events, collaborate on corporate financial asks and stewardship, and work cross-functionally to align efforts with programmatic needs.

The Director will join a dynamic six-person Advancement team, reporting to the VP of Advancement, and will collaborate across departments—including Programs and Operations—to drive corporate engagement strategies that reflect and strengthen the foundation’s thriving culture of philanthropy and mission-driven work. The Director will supervise the Volunteer & Community Relations Manager.

ABOUT US - We are GOOD+FOUNDATION

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 \$124 million in essential goods since 2001. In recent years, Good+Foundation has added a Family Cash grants program to its in-kind donation model, providing nearly \$1.5 million in cash assistance to date. Visit www.goodplusfoundation.org for more information.

We operate in a fast-paced, mission-focused environment where collaboration, respect, and shared success are core to how we work. The ideal candidate brings a

proactive, solutions-oriented mindset and thrives as part of a highly supportive, purpose-driven team.

Key Responsibilities: Corporate Product Partnerships-70%

- Lead the design and implementation of a corporate product giving strategy, working collaboratively with the Chief Programs & Operations Officer, VP of Advancement, and VP of National Operations to ensure alignment across teams and achieve annual fundraising targets.
- Elevate Good+ Foundation's visibility and value proposition to corporate audiences through strategic outreach, thought leadership, and external representation.
- Serve as an external ambassador at networking events, conferences, and corporate engagement opportunities.
- Manage a portfolio of corporate partners, overseeing product donations through all stages – from prospecting and solicitation to execution and stewardship – and collaborate with the VP of Advancement and the Director of Institutional Giving on financial requests and cultivation.
- Identify and cultivate new corporate donors, coordinating closely with internal teams on donation logistics, valuation, and reporting.
- Collaborate with Marketing & Communications to deliver donor benefits and produce compelling materials (e.g., pitch decks, wrap reports, and presentations). Oversee reporting and impact communications for corporate partners, ensuring timely, compelling updates that highlight the value of their support.
- Ensure all partnerships are mission-aligned and provide clear ROI for corporate partners while advancing support for families.
- Maintain accurate and timely records in Salesforce and contribute to internal communications and documentation as needed.

Key Responsibilities: Corporate Volunteer Strategy-30%

- Provide strategic leadership for the corporate volunteer program, in close partnership with the volunteer team to grow reach and impact.
- Plan and staff volunteer events, including organizing, managing, and supporting impactful and mission-aligned volunteer initiatives.
- Develop and implement strategies to identify, cultivate, and secure new corporate volunteer sources.
- Cultivate and deepen relationships with existing volunteer partners, ensuring strong communication, engagement, and recognition.

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 (Salesforce preferred).
- 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 Eve Blane at eve@goodplusfoundation.org