

About Us

United Way of Central and Northeastern Connecticut is one of more than 1,200 autonomous United Ways in our nation and nearly 1,800 community-based United Ways in 45 countries and territories. Since 1924, $900 million has been raised through our United Way to help people in our community.

**Our Mission**

To engage people to improve lives and change community conditions. We have the unique ability, vision and resources to bring together diverse stakeholders around a community vision of creating positive change to achieve long-lasting results for children and families.

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**Join Our Team! Career Opportunity**

We are searching for an experienced **Corporate Partnership Manager** who is a leader in developing a strategic vision, demonstrating a proven track-record in exceeding fundraising results and strengthening relationships important to furthering the mission of the United Way of Central and Northeastern Connecticut. This position is part of our United Way team in Hartford CT.

As the **Corporate Partnership Manager** you will be part of a fundraising team responsible for identifying and driving new business development and supporting the expansion of corporate partnerships and individual donors. This position will also be responsible for developing and implementing impactful employee engagement and fundraising solutions that increase revenue streams that support United Way’s strategies.

*What you’ll do:*

* Drive new business development revenue on an annual basis. Support the VP, Director, and development team in identifying new fundraising opportunities
* Assist development team in building industry sector analyses, targeting strategies for top prospects, and customizing proposals to win new business
* Grow and manage key workplace relationships with assigned accounts increasing engagement and revenue for United Way campaign
* Develop and execute customized strategies that increase engagement of companies and donors throughout the year
* Proven track record of turning prospects into customers
* Secure annual gifts and corporate sponsorships
* Set reasonable, achievable goals for assigned and new accounts
* Work collaboratively to achieve mutual engagement and shared fundraising goals with cross-functional teams
* Ensure accuracy and timeliness of account data input with the organization’s Customer Relationship Management (CRM) system
* Support Director of Development on other projects as needed

***About you:***

* Bachelor’s degree in business management or related field is required; advanced degree is desirable
* Five to seven years of demonstrated progressive professional experience in new business development, sales, marketing, fundraising or corporate partnerships
* A combination of non-profit and corporate experience is a plus
* Proficiency with CRM systems, data analytics, budget forecasting and digital fundraising tools are highly desired
* Demonstrated ability to drive new business strategies to support revenue goals
* Customer-centric mindset
* Strong written and oral presentation skills to represent United Way and its mission to senior level external audiences
* Ability to navigate competing priorities to achieve goals and deadlines
* Proven ability to influence cross-functional teams without formal authority
* Strong business acumen and a demonstrated ability to develop and maintain professional and personal relationships with key partners and customers
* Up to 15% travel may be required

***How to apply:***

Qualified applicants should submit a resume and a cover letter describing 1) their qualifications and experiences 2) salary requirements, and 3) how they learned about the position to:

United Way of Central and Northeastern CT

Human Resources

30 Laurel Street

Hartford, CT 06106

Email: positions@unitedwayinc.org No phone calls please.

Job Closing: **January 31st 2017**

United Way of Central and Northeastern Connecticut is an equal opportunity employer M / F / D / V.