

Corporate Giving Manager, Fairfield County

Bridgeport, CT

Description

Connecticut Foodshare is the food bank serving all of our neighbors across the state. Working with a strong network of community-based hunger relief programs, we help provide nutritious food as well as long-term, sustainable solutions to food insecurity. By joining Connecticut Foodshare, you will be part of a team that helps drive community awareness, garners support, leverages research, and engages volunteers, to realize our vision of a thriving community free of hunger.

Position Summary:

The Corporate Giving Manager is responsible for identifying, cultivating, soliciting, securing, and stewarding corporate gifts to Connecticut Foodshare. Reports to the Director of Corporate and Community Giving. This position is focused on the Fairfield County Area.

Essential Duties and Accountabilities:

Primary Responsibilities:

- Researches, identifies, cultivates, and engages new businesses, companies and executives resulting in event and program partnerships, cause-related marketing income, third party events, sponsorships, and other corporate revenue streams.
- Develops and manages the Corporate Partners Program in conjunction with existing Director of Corporate and Community Giving who manages relationships in Litchfield, Hartford, Tolland, and Windham counties.
- Develops an internal culture consisting of constituent relationship management to grow funding from corporations for programs and events.
- Develops internal reporting to assess the financial growth of programs and event funding within corporations.
- Structures operations and strategies to cross market fundraising in all mission initiatives.
- Manages external relationships with corporate partners for events and programs.
- Manages internal communications of corporate solicitations and partnerships.
- Persuasively articulates values and presents compelling cases to multiple audiences, including group presentations and will be part of the public speaking/presentation team.
- Keeps detailed, comprehensive, and accurate records of contacts with all prospects and donors in the CRM database.
- Helps recruit, train, coach, and motivate volunteers to engage in solicitations and other cultivation and stewardship activities.
- Supports food bank leaders in identification of corporate partnerships and then assists with development of partnership packages and solicitations.
- Collaborates with Major Gift Officers and Foundation staff on prospecting and solicitation of corporate donors as needed.
- Other duties as assigned.

Requirements

Minimum Education/Experience:

- Associate degree in Marketing, Communications, Business Administration, or related field with 3 years of related experience in similar or related function in comparable environment OR 5 years of related experience in similar or related function in comparable environment.

- Experience with Microsoft Office (e.g., Word, Excel, PowerPoint)

Preferred Education/Experience:

- Bachelor's degree in Marketing, Communications, Business Administration, or related field with 3+ years of progressively responsible experience in similar or related function OR 5+ years of progressively responsible experience in similar or related function.
- Experience in fundraising, securing, and closing corporate gifts, or in corporate sales/customer service.

Salary Range: \$56k-\$85k

To Apply: Click [here](#)

To apply, please submit a resume and cover letter to Human Resources. Connecticut Foodshare is an Equal Employment Opportunity and Affirmative Action Employer. Connecticut Foodshare maintains a drug-free workplace.