



Organization: Dare to Care Food Bank
Job Title: Manager of Corporate Partnerships
Location: Louisville, Kentucky
Classification: Full Time

Position Description: The Manager of Corporate Partnerships will be responsible for developing and executing specific goals, strategies and actions for the successful cultivation and solicitation of funds from the corporate community in Dare to Care's service area and across the US.

Primary Responsibilities:

- Develop and foster relationships with corporate partners and potential corporate partners through a process of prospecting, cultivation, stewardship, relationship building and presenting partnership opportunities
- Create and execute mutually beneficial corporate employee engagement opportunities including volunteerism, payroll deduction plans, corporate challenges and/or match programs
- Develop and cultivate a deep understanding of corporate philanthropy and cause-marketing partnerships
- Identify, research, and communicate corporate giving trends and policy developments that may impact the food bank
- Manage third party events, as assigned
- Perform other duties as assigned

Requirements:

- Bachelors' degree from a four year accredited institution
- A minimum of 5 years relevant work experience
- Sound administrative skills and computer/technology proficiency
- Excellent communication skills (verbal and written)
- Represent Dare to Care in a professional and ethical manner in accordance with the Association of Fundraising Professionals Code of Ethics with donors, prospects and in all aspects of work in the community

Skills and Abilities:

- Action-oriented, goal-directed individual who enjoys initiating relationships with potential donors
- Self-directed and high comfort level working outside the office
- Ability to plan, organize, prioritize and coordinate multiple projects and relationships
- Ability to thrive in a team environment
- Have high integrity and moral character, supporting the mission, philosophy, policies and ideals of Dare to Care Food Bank

Please send cover letter and resume to (e-mail preferred): Tami Garris, Human Resources Director, Dare to Care Food Bank, 5803 Fern Valley Road, Louisville, KY 40228, tami@daretocare.org