



Director of Corporate Philanthropy

Reports to: President & CEO

Status: Full-time, Exempt

In San Diego, six women a day are diagnosed with breast cancer and unfortunately one woman a day passes away from this disease. Susan G. Komen San Diego works to improve health equity and is the only breast cancer organization that works in laboratories, in neighborhoods, with lawmakers and globally to tend to the needs of people facing this disease. Join us in making a meaningful and substantial impact on breast cancer outcomes in San Diego County.

Komen San Diego is made up of a small but mighty team that works hard and makes a big impact. We literally roll up our sleeves and put on our sneakers to get the job done. We also have high expectations for the work we produce and the relationships we build. Our team loves to take daily walk breaks, pitch in to help one another and at the same time work autonomously on projects. A smaller organization means less red tape and greater opportunities for creativity and defining strategy. If you are passionate about women's health issues, breast cancer and driving change, we want to hear from you.

Position Summary

The Director of Corporate Philanthropy is responsible for establishing, stewarding and growing corporate relationships and sponsorships. The Director will set revenue goals and targets for year-round engagement, support events and serve as the primary lead in corporate engagement.

This position requires an ability to build strong relationships with individual and corporate donors, vendors, the Board of Directors, volunteers, sponsors and colleagues. This individual is committed to the Susan G. Komen mission and will be charged with identifying creative and sustainable donor development programs which will enable the Affiliate to diversify its revenue channels, with a donor-centric focus.

We're looking for a go-getter fundraiser, who can produce results, be appropriately aggressive to bring in revenue, yet professional and engaging, and simultaneously mesh well with our team.

Primary Responsibilities

- Responsible for meeting and exceeding corporate sponsorship goals for the organization, including, but not limited to, prospect identification, cultivation and solicitation of new corporate sponsorships, and stewardship and maintenance of current corporate sponsors for both specific events and general organizational support. Budget goals include:
 - Race for the Cure - \$300,000 goal
 - More Than Pink Annual Dinner - \$130,000 goal
 - Metastatic Breast Cancer Conference - \$20,000 goal
 - Other events - \$50,000 goal
 - Year-Round sponsors - \$250,000 goal

- Create a multi-year development plan that establishes a pipeline of corporate supporters and year-over-year growth
- Work with Manager of Volunteers and Events to successfully execute events and meet/exceed corporate expectations, as well as support third-party events and National initiatives
- Work with Development Coordinator to ensure all sponsor benefits are met and delivered
- Together with the Development Officer, engage and lead the Development Committee to help Komen San Diego meet its organizational goals
- Work closely with part-time grant writer
- Work with Director of Marketing to inform public outreach activities including public relations, marketing communications, stewardship and special events (Race for the Cure, 3rd party events, website, newsletter, annual report, etc.)
- Maintain involvement with external organizations and professional groups that may provide continuing education and/or opportunities to build long-term relationships with donors/supporters
- Work closely with CEO to ensure development goals are met and reviewed quarterly
- Support CEO and Board with other Affiliate projects and events as requested

Position Qualifications

- Bachelor's Degree required
- Minimum of 5-7 years of professional experience, including responsibility for revenue development of at least \$1 million annually and a proven track record of revenue growth
- Strong organizational skills to plan, implement, and administer events and programs
- Excellent communication skills, including written, verbal and public speaking skills
- Interpersonal skills and ability to work well with a diverse population
- A high degree of integrity that garners the trust and respect of others
- Dedication to principles of inclusion
- A professional nature with the ability to meet deadlines, produce a large volume of work, multi-task and quickly establish priorities, while remaining detail and relationship oriented
- Organizational skills with thoroughness, timeliness, and detail when working under pressure
- Nimble, quick and able to tailor sponsor opportunities, on the spot, based on the conversation unfolding in real-time
- Ideal candidate will have relationships and familiarity with the corporate philanthropic landscape in San Diego
- Proficiency in Microsoft Office (Word, Excel, PowerPoint)

Physical Requirements

- Sitting, standing, bending, stooping, walking
- Repetitive hand motion (such as typing)
- Hearing, listening, seeing, talking, reading
- Lifting up to 40 pounds; our team is responsible for loading and unloading our van for various events, as well as day of set-up

Compensation

This position is salaried, exempt, with flexibility needed for special events, meetings or occasional presentations outside of normal work hours. Salary is \$70,000+ depending on experience. Medical, dental, vision and retirement benefits offered as well.

Please send cover letter and resume to employment@sdkomen.org by August 27th.