
Position/Title: Director of Corporate Partnerships

Start Date: Immediate

Salary: Competitive

Application Deadline: March 31, 2015

Contact: Please send resume and cover letter to DevoJobs@CityParksFoundation.org

POSITION SUMMARY

The Director of Corporate Partnerships will be part of a ten-person Development Department, which raises over \$6 million annually. Reporting to the Director of Institutional Advancement, the ideal candidate is an entrepreneurial, mid-career fundraising and/or marketing professional who will lead myriad Corporate Partnership programs with sophistication and savvy. These programs include: Sponsorship for SummerStage and sports programs, Corporate Engagement Program, Corporate Entertaining, Matching Gifts and In-Kind services. The Director will also lead efforts to increase the number of Trustees from the corporate sector and will participate in cross-organizational efforts to attract corporate participants to a variety of CPF fundraising events. The Director will be an integral member of the Department, and will be interfacing with stakeholders from across the organization including Senior staff, Board members and donors.

This is a full-time, year-round position with one direct report, and a seasonal employee dedicated to sponsorship activations at SummerStage.

REQUIREMENTS

- Create a comprehensive, coordinated strategy for all corporate giving channels that aligns with organizational priorities
- Sustain current funding relationships and up-sell packages, as appropriate
- Research new corporate prospects and devise cultivation plan
- Direct the creation of sales collateral to promote programs
- Create and monitor revenue and expense budgets
- Present opportunities to potential partners in-person through formal and informal presentations
- Develop relationships with key decision-makers in the marketing/promotional, HR, recruiting and employee engagement departments of corporations
- Engage CPF stakeholders cross-organizationally and externally to collaborate effectively on new business

QUALIFICATIONS

- 5+ years experience in corporate not-for-profit fundraising/marketing
- Direct experience securing 5- and 6-figure corporate sponsorships
- Direct experience in activating corporate sponsorships on-site
- Management experience

- Superior written and verbal communication skills
- An avid interest in the arts and/or sports, education, parks issues
- Desire to work in a collegial, fast-paced environment
- Strong attention to detail and ability to manage multiple projects simultaneously
- Some evening and weekend work
- Bachelor's degree required

WORKING FOR CITY PARKS FOUNDATION

This position will be working from the organization's administrative headquarters at 830 Fifth Avenue in Central Park's beautiful Arsenal building. Benefits include excellent health care and dental package, vacation, 12 paid holidays, 403(b) Retirement Plan, Transit Check program, life insurance, and flexible spending plan. City Parks Foundation is a collegial, mission-focused organization that values its employees and encourages professional growth and advancement.

CONTACT

Interested parties should email cover letter, resume and salary requirements to:
DevoJobs@CityParksFoundation.org. Put title of position in subject header.

Thank you for your interest in City Parks Foundation, an equal opportunity employer. Only potential candidates will be contacted. No calls, please.

ABOUT CITY PARKS FOUNDATION

City Parks Foundation ("CPF") is the only independent, nonprofit organization whose mission is to offer programs in parks throughout the five boroughs of New York City. We work in more than 350 parks citywide, presenting a broad range of programs in an effort to promote healthy and vibrant communities. Our initiatives reach 425,000 people each year. Artistic, athletic, educational and park advocacy programs connect high needs communities with their local green spaces. CPF helps turn New York City's parks into centers of community development, while helping to create strong local leaders. The majority of our programming is provided at no cost, and we work in neighborhoods that would not otherwise have access to such resources. Signature programming includes: SummerStage, Partnerships for Parks, shows at the Swedish Cottage Marionette Theater in Central Park, Tennis/Golf/Track & Field sports programming for kids and seniors, and educational partnerships that promote healthy living and teach environmental science.