



Corporate Relations Director

Position Summary

The Corporate Relations Director is responsible for developing and managing strategic partnerships with corporations to advance the National Capital Area Council's (NCAC) mission and revenue goals. This position focuses on cultivating, soliciting, and stewarding corporate donors and as partners, while aligning partnership opportunities with organizational priorities.

Primary Responsibilities:

Strategic Partnership Development

- Create and implement a comprehensive corporate engagement strategy to expand the organization's corporate supporter base
- Identify and cultivate new corporate prospects across leading industries in the Washington DC region
- Negotiate partnerships, cause-marketing campaigns, and workplace giving programs
- Develop a comprehensive corporate benefits matrix to offer, track, fulfill, and scale a suite of benefits that delivers value and impact to corporate partners

Revenue Generation

- Secure corporate gifts and sponsorships for events and programs, often in the five- and six-figure range
- Establish a portfolio of corporate donors and partners to achieve annual revenue targets through diversified corporate fundraising streams
- Develop and maintain a target list of potential corporate partners and create donor life-cycle strategies that follow a moves management structure

Relationship Management

- Serve as NCAC's primary liaison between corporate partners and internal implementation teams
- Develop personalized stewardship plans to ensure partner satisfaction and retention
- Lead organizational stewardship efforts of corporate relationships to ensure high impact of donor contributions
- Represent NCAC at corporate meetings, networking events, and community functions

Collaboration & Leadership

- Work closely with senior leadership, board members, and cross-functional teams (development, events, communications)
- Work closely with Special Events Director to optimize corporate partners for NCAC, including integration of events and sponsorship opportunities
- Provide reports on organizational and departmental key performance indicators, revenue progress, and engagement metrics to leadership
- Work with Donor Data Manager to proactively and reactively provide research profiles on companies and key personnel for the purpose of executive briefings
- Ensure that all records pertaining to corporate relationships are purposefully and transparently captured using NCAC systems including CRM

Qualifications

- Proven success securing major corporate partnerships and sponsorships
- Strong negotiation, communication, and presentation skills
- Ability to manage multiple projects and deadlines
- Familiarity with CRM systems (e.g., Blackbaud) and fundraising best practices
- Strategic thinking and planning
- Relationship-building and networking
- Financial acumen and goal orientation
- Leadership and team collaboration
- Ethical and compliance awareness

Education:

Bachelor's degree required; Master's degree in nonprofit management, business, or related field preferred

Experience:

5-8+ years of progressive experience in fundraising and development, with proven success in major gifts and strategic campaigns

Job Type: Full-time

Pay: \$90,000.00 - \$95,000.00 per year

Benefits:

- 403(b)
- 403(b) matching
- Dental insurance
- Employee assistance program
- Employee discount
- Health insurance
- Life insurance
- Paid time off
- Vision insurance

Work Location: Hybrid remote in Bethesda, MD 20814