

## CORPORATE & FOUNDATION RELATIONS DIRECTOR

### Who We Are:

**Make-A-Wish North Texas** - Since 1980, Make-A-Wish® has been creating life-changing wish experiences for children with critical illnesses around the world. Wishes have proven physical and emotional benefits that can give children with critical illnesses a higher chance of survival. When a wish is granted, a child replaces fear with confidence, sadness with joy and anxiety with hope. Wishes even reunite families and enrich entire communities. Every eligible child needs a wish to count on! *To learn more about us, please visit us at <https://www.wish.org/ntx>.*

### About the Role:

The Director of Corporate & Foundation Relations will serve as a front-line fundraiser, advancing relationships with and increasing support from corporations and foundations that have the capacity to make a significant philanthropic investment in Make-A-Wish North Texas. The director will also provide strategic leadership and day-to-day management for all activities related to corporate and foundation giving, including one direct report.

### What you'll do:

#### Strategy

- Build and execute a strategy for corporate giving that creates multi-year, year-long or seasonal partnerships, as well as event sponsorship.

#### Fundraising

- Manage and maintain an active portfolio of existing corporate and foundation donors and prospects through prospecting, cultivation, solicitation, and stewardship.
- Increase revenue from corporate giving and cause-related marketing programs to develop integrated and robust corporate alliances.
- Establish an annual corporate partnership program outside of events with a tailored proposal/partnership for each corporation.
- With the support of the Corporate & Foundation Manager, identify grant prospects, write proposals/related correspondence, submit and track progress of submissions (including the maintenance of a grants calendar).
- In collaboration with the Chief Development Officer, develop appropriate solicitation and briefing materials to inform and educate corporate and foundation prospects.
- Enhance and manage current national corporate sponsorships, programs as well as identify new opportunities to partner with Make-A-Wish Foundation® of America.
- Oversee coordination of relationships with national partners and completion of reports to the National Office regarding national partners.
- Engage corporate sponsors through multiple channels including workplace giving campaigns, airline miles campaigns, corporate volunteer opportunities and in-kind donations.
- Evaluate current events and assess new ideas that will lead to growth of CFR donors in events and partnership packages across the Chapter.
- Develop and maintain recognition and stewardship programs for event and corporate sponsors.





### **Management**

- Hire and manage staff to grow and support a portfolio of corporate and foundation donors across our 161-county chapter.
- Serve as a collaborative member of the team, participating in overall goals and policies, and establishing a culture of working together to achieve the mission of the Foundation.
- Assists with other tasks as required and assigned

### **Our Perfect Candidate**

#### **Education and Experience:**

- Bachelor's degree or higher
- 7+ years related work experience building successful, sustainable relationships

#### **Required Abilities and Skills:**

- Demonstrated understanding of fundraising, communication, and marketing principles
- Demonstrated ability and willingness to solicit funds through personal contacts with donors and prospects
- Exceptional interpersonal skills necessary to work closely with all constituents including vendors, donors, staff, volunteers, wish families, and the public
- Strong organizational and financial management skills
- Demonstrated proficiency in MS Office and database management software such as Salesforce
- Experience with moves management process and tracking activity within Salesforce.
- Self-starter with creative problem-solving skills
- Flexibility to attend events that may take place early mornings, evenings and weekends
- Flexibility to travel when necessary
- Ability to present a positive and professional image of the Make-A-Wish Foundation of North Texas
- Ability to work independently and with limited supervision .

#### **Company Offers:**

- Competitive salary commensurate with experience and education
- Comprehensive benefits package available: (healthcare, vision, dental and life insurances; 401k company match; paid time off and holidays)

**To Apply:**  
Please submit your cover letter with salary requirements, and resume  
to [hr@ntx.wish.org](mailto:hr@ntx.wish.org)

***We are an Equal Opportunity Employer!***

