



Corporate Development Specialist

*Memphis, TN * Development Department * Full-Time * Non-Exempt*

At Make-A-Wish Mid-South, we are more than a great place to work – our work is life-changing. Together, we create life-changing wishes for children with critical illnesses. We have been doing this for nearly 40 years, and together, with our volunteers, donors, staff and supporters, Make-A-Wish Mid-South has granted more than 7,000 life-changing wishes and transformed countless lives.

THE TEAM

Make-A-Wish Mid-South is headquartered in Memphis, TN with remote offices in Little Rock, AR and Fayetteville, AR. We serve wish children throughout the Mid-South, including the state of Arkansas, West Tennessee, and North Mississippi. The Development team is committed to raising the funds needed to grant the wish of every eligible child.

THE ROLE

The Corporate Development Specialist raises funds from corporations in the north Mississippi, northeast Arkansas, and west Tennessee regions through corporate and corporate foundation giving, the Wishmakers at Work program, cause marketing campaigns, and national corporate partnerships. The Corporate Development Specialist is responsible for donor research, Moves Management, donor stewardship, and all necessary actions to achieve revenue goals.

WHERE YOU COME IN

As the Corporate Development Specialist, you will:

- Develop strategies and implement plans to cultivate, upgrade and acquire corporate giving through Wishmakers at Work efforts, matching gift opportunities, general corporate giving, corporate foundation giving.
- Act as liaison for Make-A-Wish America corporate partnerships to promote and support campaigns on a local level. Act as Chapter Lead on these national corporate alliances by relaying relevant information to Development staff in Arkansas.
- Cultivate and implement all Cause Marketing campaigns in north Mississippi, northeast Arkansas, and west Tennessee while ensuring compliance with MAWA and BBB standards.
- Support event sponsorship prospect identification.
- Work with development team to drive growth to achieve chapter revenue goals.
- Represent the chapter positively at speaking engagements and presentations to various groups and donors.
- Attend fundraising events when appropriate and approved. Evening and weekend work and/or travel are required with varying frequency.

- Establish and maintain excellent donor relationships by implementing the chapter donor stewardship plan.
- Participate in bi-weekly Development Department Meetings and one-on-one meetings with the Director of Development as scheduled or requested.
- Prepare regularly scheduled or special reports accurately and efficiently.
- *Perform other related duties as assigned or requested.*

WHAT YOU'LL NEED

- Bachelor's degree in communication, marketing, non-profit management or similar field required.
- Minimum of 3 years work experience in fundraising, sales or account management, or relevant field.
- Skills and experience in presenting and managing relationships with corporations and its senior leadership.
- Ability to work with and build effective long-term relationships with a wide range of internal and external stakeholders.
- Manage and prioritize multiple tasks effectively and efficiently.
- Excellent organizational, interpersonal, and communication skills. Comfortable speaking in front of groups.
- Thorough understanding of the Memphis community as well as regional area.
- Demonstrate a commitment to the Make-A-Wish mission.
- Ability and willingness to travel regionally as required by the position.
- Proficiency in Microsoft Office and related products.
- Experience in Salesforce or other CRM products preferred.

WHAT WE OFFER

- Competitive salary.
- Paid time off: Vacation – 12 days per year, increasing with tenure; Personal Leave – 12 days per year; and 12 holidays per year.
- Flexible work schedule.
- Fully paid comprehensive benefit package including medical, dental, vision, disability and life insurance.
- Paid medical leave option after completion of five years of employment.
- 401k Retirement Savings Plan, including a match after completion of six months of service.
- Employee Awards and Recognition Programs.

To apply, please send a **cover letter, resume, and salary requirements** to administration@midsouth.wish.org. Applications without a cover letter will not be considered. Only candidates selected for an interview will be contacted. No phone calls please.

Make-A-Wish Mid-South is an Equal Opportunity Employer and does not discriminate on the basis of race, ancestry, national origin, color, religion, gender, age, marital status, sexual orientation, disability or veteran status.