



Job Title: Director of Corporate Development

Posting Date: September 2026

Overview of Position:

The Director of Corporate Development is responsible for building long-term relationships with Make-A-Wish Georgia's corporate partners, engaging them in our mission, seeking out and establishing new relationships, and meeting or exceeding annual revenue goals. This role combines business development, corporate engagement, financial forecasting, partnership innovation, and people's leadership to grow corporate revenue.

The Director of Corporate Development provides support for the overall fundraising strategic plan to enhance Make-A-Wish Georgia's ability to grant wishes and engage the community. The Director of Corporate Development will have direct supervision of the Manager of Corporate Development.

Primary Job Duties and Responsibilities:

Corporate Partnership Strategy & Revenue Growth

- Advance corporate partnership strategy, generate new revenue, and manage a portfolio of corporate partners.
- Identify, qualify, and cultivate prospective corporate donors to build a pipeline of new revenue opportunities.
- Increase revenue from corporate sponsorships and cause-related marketing programs to develop integrated and robust corporate alliances.
- Establish an annual corporate partnership program outside of events with a tailored and customized ask for each corporation.

Corporate Sponsor Engagement & Stewardship

- Engage corporate sponsors through multiple channels including workplace giving campaigns, signature fundraising events, airline miles campaigns, corporate volunteer opportunities and in-kind donations.
- Develop and maintain solicitation materials and recognition and stewardship programs for corporate sponsors.
- National Partnership Management:
 - Enhance and manage current national corporate sponsorship programs, as well as identify new opportunities to partner with Make-A-Wish Foundation® of America.
 - Assist in overseeing the coordination of relationships with national partners and completion of reports to the National Office regarding national partners.

Fundraising Planning & Budget Management

- Create annual budgets for chapter and national corporate partnerships.
- Assist in developing and implementing the strategic fundraising plan and revenue budget.
- Develop and implement revenue strategies to achieve stated goals for annually produced internal special events, including, but not limited to, securing sponsorships for the events.

Data Management & Reporting

- Maintain accurate reporting and donor records in Salesforce (CRM).
- Create and provide reports to stakeholders and relevant groups to support organizational objectives and decision-making.

Director of Corporate Development (ATLANTA)

Qualifications:

- Bachelor's degree or equivalent combination of education and relevant professional experience.
- Minimum of 7 years of progressive experience in nonprofit development, corporate partnerships, sponsorships, fundraising, business development, or a related field, with a demonstrated track record of securing corporate support, growing revenue, and building long-term partnerships.
- Minimum of 3 years of people-management experience, with demonstrated success leading, coaching, developing, and motivating high-performing teams.
- Excellent project management, relationship management, written and verbal communication, presentation, negotiation, and organizational skills, with strong attention to detail.
- Demonstrated executive presence and ability to confidently build relationships and communicate with corporate executives, donors, board members, volunteers, community partners, and other key stakeholders.
- Highly professional and able to work successfully with a wide variety of constituents including donors, board members, volunteers, and professional consultants.
- High levels of integrity, trustworthiness, flexibility, compassion, and humor are necessary to address the practicalities of a growing nonprofit, along with the creativity and persistence required to elicit new thinking and change.
- Proficient computer skills in Microsoft Office and Salesforce database management software.
- Proven ability to work within tight timelines and limited budgets, ability to work with a diverse community, communicate with passion and relevancy to a diverse constituency and fully contribute to a collaborative team-oriented, proactive, fast-paced organization.
- Demonstrated success managing a corporate prospect pipeline, developing new business, and meeting or exceeding annual fundraising/revenue goals.
- Demonstrates Make-A-Wish Georgia's core values: Joyful, Engaging, Driven, Ownership, United, Confident.

What We Offer:

- Competitive compensation for similar nonprofit roles
- Comprehensive benefits package: Medical, Vision, Dental
- Company-provided Short-Term Disability, Long-Term Disability, and Life Insurance
- 401(k) Retirement Savings Plan and organizational match.
- Generous PTO Program to support your work/life balance.
- Connection to an awesome culture - purpose-filled and supported by service-minded individuals.

About Make-A-Wish® Georgia:

Since 1995, Make-A-Wish® Georgia has been creating life-changing wishes for children with critical illnesses. Make-A-Wish is an equal employment opportunity (EEO) employer and does not discriminate based on age, color, national origin, citizenship status, physical or mental disability, race, religion, creed, gender, sex, sexual orientation, gender identity, and/or expression, genetic information, marital status, status regarding public assistance, veteran status, or any other characteristic protected by federal, state, or local law.

To apply, email your cover letter, resume, and salary range to jobs@georgia.wish.org.