



Corporate Partnerships Manager

Overview of Hand2Hand

Hand2Hand is a Christian faith-based organization providing weekend food to over 12,000 students at 280 schools in 8 counties across West Michigan. Hand2Hand mobilizes churches, schools, individuals, and businesses to work together to eliminate child weekend hunger in their communities.

Job Purpose

Corporate Partnerships Manager will cultivate and manage relationships to raise financial support for Hand2Hand. This position will manage a portfolio of donors, make donor visits, coordinate business engagement, assist with corporate grants, manage engagement events, and identify business growth opportunities. This position reports to the Director of Development & Communications.

Job Responsibilities

- Represent Hand2Hand well by demonstrating the four core values daily. (Prayer-Focused, Wise Stewardship, Relational Partnerships, and Servant Leadership)
- Manage a portfolio of donors by building relationships and moving donors through portfolio management (identification, cultivation, solicitation, & stewardship)
- Work with existing corporate partners and business leaders, as well as identifying new and innovative pipelines for constituencies
- Generate revenue through gifts, sponsorships, matching funds, & in-kind gifts
- Execute sponsorship and engagement activities for corporate partners and individuals including managing the Hand2Hand Golf Outing and dinner sponsorships
- Write and manage final proposals and reports to corporations
- Intentionally build relationships with community members, businesses, and individuals by attending networking and collaboration events
- Manage relationship side of business packing engagement opportunities
- Set goals and report results through metrics management
- Oversee/maintain information on all business engagement activities (database)
- Respond to business engagement activities including packings, in-kind/food donations, workplace giving, jean days, competitions, coin collections, etc.
- Communicate business engagement stories to Communications Manager
- Build a culture of philanthropy where fundraising is mission critical
- Attend meetings, assist with team events, manage projects and perform other duties as assigned

Qualifications

- Bachelor's Degree and/or 3-5 years of experience in community engagement, fundraising, or comparable field and/or commensurate experience
- Ability to make cold calls; ability to ask for financial gifts/in-kind donations
- Self-starter, flexible team player, record of collaboration and commitment
- Strong interpersonal, public speaking, and writing skills
- Demonstrated ability to successfully manage a variety of detailed projects
- Ability to think creatively, develop plans, research, and take responsibility
- Comfortably interact with all organizational levels inside & outside Hand2Hand
- Willing to travel within West Michigan (mileage to be reimbursed)