



## **Multiple Sclerosis Foundation - Director of Development and Corporate Partnerships**

### **Position Summary**

The Director of Development and Corporate Partnerships provides support for Multiple Sclerosis Foundation by increasing revenue from corporate organizations. Reporting to the Co-Executive Directors and working closely with the national leadership team, the Director is responsible for fundraising corporate support for our programs and services and will create and execute both short-term and long-term strategies for increasing contributed revenue while building sustainable relationships.

### **Position Duties and Responsibilities**

- Develops and executes strategies for enhancing revenue from corporations and corporate foundations for both short and long-term success in line with budget and organization goals.
- Develops effective revenue opportunities that meet the mutual marketing goals of the corporate partner and MSF.
- Utilizes the following tools to raise funds: community accessibility options, naming, and corporate memberships.
- Develops and documents a robust pipeline of proposals and meets annual fundraising goals; establishes and achieves benchmarks for constructive growth; measures progress against institutional goals.
- Ensures reporting requirements are completed in timely and accurate manner; utilizes automated systems for tracking and reporting; develops and maintains prospect lists in donor database.
- Ensures all new corporate partners are being stewarded regularly throughout the year with the aim of building ongoing relationships that sustain the mission.
- Researches corporate prospects and develops plan to engage targeted organizations for short- and long-term partnerships.
- Develops and maintains a portfolio of corporate prospects.
- Ensures appropriate follow-up with corporate clients for annual and comprehensive campaigns as outlined in Development Plan.
- Participates in the implementation of a successful comprehensive campaign for the long-term growth of the organization
- Stays current on corporate activity across major markets throughout the country, to assess viable opportunities for engagement.
- Work with internal departments including Finance, Communications, Program Services, Campaign Call Center and others to ensure fulfillment of Development goals.
- Supervise one full-time associate and possibly hire others over time.
- Performs other related duties as assigned.

### Candidate Competencies

1. Collaborative
2. Decision Making
3. High Work Standards
4. Motivation
5. Reliability
6. Problem Solving
7. Adaptability
8. Planning and Organizing
9. Communication – written, oral and interpersonal
10. Integrity
11. Initiative
12. Innovative

### Candidate Qualifications

- Bachelor's degree required.
- 4+ years of experience in corporate fundraising and/or business development on a regional or national level.
- Experience with point-of-sale charitable promotions preferred.
- Knowledge and involvement with corporations.
- Previous work experience in a nonprofit organization or business development function.
- Strong communication, organizational and multi-tasking skills.
- Working knowledge of Microsoft Office Suite and CRM systems.
- Professional corporate experience.
- Ability to travel up to 25%.

### POLICY ON RECRUITMENT AND PLACEMENT

The Batten Group and Multiple Sclerosis Foundation are equal opportunity employers committed to the principles of non-discrimination in the workplace. Neither organization will discriminate on the basis of age, race, creed, color, religion, sex, sexual orientation, national origin, disability, marital status or any other basis that is prohibited by federal, state, or local law.

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### **About Strategic Philanthropy:**

Strategic Philanthropy, Inc. a south Florida based company, was founded on the belief that effective corporate giving can be so much more than simply writing a check to charities and nonprofits who ask for your help or involvement. It is our belief that when a company aligns its charitable giving with a strategic

approach and measurable outcomes, the power of giving enhances a company's brand, image and strengthens the relationships and partnerships within the community.

In short, Strategic Philanthropy gets hired by companies to give away their money to nonprofits that meet a company's business goals and objectives. As you can imagine, we have many relationships with the nonprofits in our community. We value all of the programs and services they have to offer and work with them to help promote positions that are available within their organization so that they may find the best talent possible.

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