



Job Title: Director of Corporate Partnerships	FLSA Classification: Salary / Exempt
Salary Grade: \$95,000.00 - \$115,000.00	Reports To: Chief Advancement Officer
Date Created/Revised: 11 / 2025	Department: Development

SUMMARY

The **Director of Corporate Partnerships** is a strategic and relationship-driven fundraising leader responsible for expanding the corporate donor base, strengthening community partnerships, and generating sustainable revenue to support the mission of **Kids' Meals, Inc.**

This role will design and execute a comprehensive corporate giving strategy that aligns with Kids' Meals' priorities and the philanthropic goals of corporate partners. The Director will cultivate mutually beneficial relationships that grow corporate giving, employee engagement, and brand visibility while overseeing key fundraising events and ensuring alignment with the organization's mission and values.

Reporting to the Chief Advancement Officer, this position collaborates closely with the CEO, Development & Communications, Volunteer team, and Events Manager, and teams to steward an integrated and high-impact corporate engagement program.

RESPONSIBILITIES

Corporate Partnerships & Fundraising

- Develop and lead a strategic corporate engagement plan focused on building long-term partnerships that align company values with Kids' Meals' mission.
- Manage and grow a portfolio of local, regional, and national corporate partners, securing sponsorships, grants, employee giving, and cause-marketing collaborations.
- Demonstrated proficiency in donor relationship management and CRM (Customer Relationship Management) systems—such as Salesforce, Raiser's Edge, or Bloomerang—to effectively track donor engagement, analyze giving trends, and support data-driven fundraising strategies.
- Partner with the CEO and CAO on corporate major gift solicitations and long-term funding commitments.
- Represent Kids' Meals at corporate volunteer events, networking functions, and community gatherings to enhance brand presence and donor cultivation.

Special Events & Corporate Activation

- Lead the planning and revenue strategy for all major fundraising events, including the Harvest Luncheon, Hunger Free Golf Tournament, Feed Our Future Golf Tournament, and select third-party fundraising initiatives.
- Partner with the Special Events Manager to execute event logistics and deliver a best-in-class donor experience.
- Develop and implement sponsorship packages, recognition plans, and follow-up strategies that drive renewals and increase multi-year commitments.
- Ensure post-event analysis, ROI reporting, and timely stewardship for sponsors and participants.

Strategic Leadership & Collaboration

- Collaborate with the Development and Marketing teams to align messaging, impact reporting, and donor communications.
- Work with Finance to forecast and reconcile corporate revenue goals.
- Guide corporate partners through each step of the donor lifecycle—from prospecting to partnership activation to stewardship and renewal.
- Maintain awareness of corporate social responsibility trends, community engagement innovations, and cause-marketing best practices to inform strategy.
- Support and mentor the Special Events Manager and other team members involved in corporate engagement.

CORE COMPETENCIES

- **Relationship Builder:** Creates authentic, lasting connections with business leaders and community partners.
- **Strategic Innovator:** Anticipates trends and develops creative partnership solutions.
- **Dynamic Communicator:** Engages and inspires diverse audiences through storytelling and data-driven impact.
- **Organized & Analytical:** Balances multiple priorities with precision, follow-through, and measurable outcomes.
- **Collaborative Leader:** Works across teams to foster a culture of inclusion, accountability, and shared success.

REQUIRED EDUCATION AND EXPERIENCE

The ideal candidate for this position will possess the following:

- Bachelor's degree required; CFRE or advanced degree preferred.
- Minimum 7+ years of experience in fundraising, corporate partnerships, or business development with demonstrated success managing a portfolio of corporate donors.
- Proven record of securing five- and six-figure partnerships and sponsorships.
- Excellent relationship management, negotiation, and presentation skills.
- Strategic thinker with the ability to translate corporate interests into mission-aligned opportunities.
- Requires strong understanding of CSR (Corporate Social Responsibility), ESG (Environmental, Social, and Governance), and cause-marketing trends to align corporate partnerships with mission-driven impact and brand visibility.
- Demonstrated proficiency in donor relationship management platforms (e.g., Raiser's Edge, or familiarity with Salesforce, Bloomerang, or similar CRM systems), with the ability to analyze data, segment audiences, and leverage insights to drive engagement, retention, and revenue growth.
- Exceptional writing, proposal, and public-speaking skills.
- Availability for occasional evenings, weekends, and corporate events.
- Genuine passion for Kids' Meals' mission and a commitment to ethical, donor-centered fundraising.

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities, and activities may change at any time with or without notice.

KIDS' MEALS CORE VALUES:

At Kids' Meals we feel strongly that our Core Values are an integral part of our mission and of an individual's personal ethics or ideals that ultimately guide them when making decisions, leading/empowering others, building internal and external relationships, effectively communicating, and solving problems. Therefore, they are an integral part of our Company's job descriptions essential functions and core competencies. Our Core Values are:

- **We strive to succeed.** We strive to be the best in everything we do. We lead by example, take on big challenges, continue learning and never stop growing.
- **We include everyone.** We celebrate and pursue diversity because everyone is needed in the fight against childhood hunger. Ideas, experiences, and stories from people different from us make us better. Together, we can achieve something bigger than we can alone.
- **We do the right thing.** It matters how we play the game. We act with integrity, even when no one is watching and take accountability for all our actions.
- **We deliver hope and find the joy.** We do our best work when we do it with a strong sense of purpose and compassion for a better world for our children. Every day we deliver hope disguised as a meal. We believe we can find joy even in the hardest challenges or the smallest tasks.
- **We watch out for each other.** We are uncompromising in our commitment to the safety and well-being of everyone and make safety a priority in all decisions. Safety always because people come first.

SUPERVISORY RESPONSIBILITIES

- **Special Events Manager**

PHYSICAL DEMANDS AND WORK ENVIRONMENT

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodation may be made to enable individuals with disabilities to perform the essential functions. While performing the duties of this job, the employee is regularly required to sit; use hands to finger, handle, or feel and talk or hear. The employee is frequently required to reach with hands and arms. The employee is occasionally required to stand; walk; climb or balance; stoop, kneel, crouch, or crawl and taste or smell. The employee must regularly lift and /or move up to 10 pounds, and on occasion lift and/or move up to 25 pounds. Specific vision abilities required by this job include close computer vision, distance vision, color vision, peripheral vision, depth perception and ability to adjust focus. The noise level in the work environment is usually moderate.

Your Signature Below indicates that you understand the requirements, essential functions, and duties of the position.

Print Name:	Signature:	Date:
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