

FR1ENDS of the CH1LDREN

**Celebrating 20 Years of
Generational Change**

Boston

Corporate Partnerships Manager December 2023

Combine your fundraising skills with Friends of the Children-Boston's impact, and make a permanent difference in the lives of children.

As Friends Boston launches its 5-year, \$20 Million growth plan, this is a great time to grow Friends' network of terrific corporate sponsors and volunteers. Bring your enthusiasm for both Friends-Boston's mission and collaborating with area corporations who support, or could support, Friends. The next **Corporate Partnerships Manager** will enthusiastically collaborate with corporate volunteers and sponsorship leaders to connect Friends' Mission to members of Greater Boston's business community. Friends-Boston makes a one child, one friend, 12 year commitment to the most at-risk children in the Boston area. Friends-Boston partners with area schools and agencies to identify children facing multiple systemic obstacles at kindergarten. Friends-Boston then pairs children, "Achievers," with professional mentors, "Friends," to provide support, friendship, and a "no matter what" commitment through high school. Philanthropist Mackenzie Scott recently recognized Friends with a \$2.4 million dollar gift. Help bring this good news to area companies eager to partner with an effective and impactful nonprofit.

The **Corporate Partnerships Manager** is a new position, reporting directly to Friends' longtime Director of Development and working closely with Friends' Executive Director. The Corporate Partnerships Manager could bring to this position a variety of experiences and expertise that will help Friends-Boston support its current corporate partnerships and connect with new supporters. Individuals with corporate sponsorship, corporate events, or nonprofit fundraising and relationship management could succeed in this role. Perhaps you have partnered with nonprofits from the corporate side, or you enjoy developing meaningful opportunities for volunteers.

This position is right for you if:

- You can successfully partner with the fundraising team, the Friends program team, board members, and corporations, all while recognizing the immense gifts of each Achiever and their enormous potential.

- You have successfully organized an event, particularly a volunteer-focused effort, that made a difference for a cause or organization and was well-run in every detail, including the follow up!
- You understand the importance of establishing impactful, not transactional, partnerships with area corporate supporters.
- You can organize an efficient volunteer event that respects everyone's time, includes fun and ample thanks, and generates ongoing interest in Friends-Boston's important work.
- You are as comfortable maintaining excellent donor records as you are with planning an excellent event.
- You enjoy writing and speaking about a critical mission, as well as contributing to the day-to-day logistics of an organization where children play and learn each day.
- You can "manage up," supporting the Executive Director and Development Director in identifying and maintaining authentic relationships with prospective and existing corporate partners and volunteers amidst multiple competing priorities.
- You have a great sense of humor, patience, humility, demonstrated cultural competence, and the energy to help launch Friends-Boston's next decade.

These qualifications will help you succeed as Corporate Partnerships Manager:

Keep in mind that Friends-Boston exists to identify and nourish individuals' potential. You may have the potential to succeed in this job, even if you do not meet every qualification. But please let us know in a thoughtful cover letter whether you can demonstrate that:

- You have a mix of education, experience, and creativity that will permit you to deliver high-impact corporate engagement strategies that produce corporate giving that enables the Development Department to achieve our 5-Year, \$20 million growth plan.
- You have personally asked via phone or in-person meeting for a corporation or other institution to support a project or organization.
- You have written well-crafted, error-free, compelling materials that demonstrate you can produce the written materials—proposals, event plans, volunteer projects, and thanks—needed to communicate with Friends' corporate partners.
- You are tech savvy, comfortable with maintaining the donor database and extracting the information you or the leadership needs.
- You recognize that this work requires the occasional night or weekend commitment, and you can travel to meetings reliably across the Greater Boston area.
- You operate with the highest level of integrity and professionalism, respecting each Achiever's journey and each donor's privacy, permitting your teammates to bring their whole selves to their work.

Salary and Benefits:

Friends-Boston is committed to providing a competitive salary and benefits with opportunities for continued professional growth. The salary range is estimated to be \$72,000-\$82,000. Friends-Boston offers generous PTO (22 days), holidays (13.5), and health, dental, and a 401k.

To Apply:

Please submit a resume and cover letter in PDF format to our search consultant, Carolyn O'Brien Consulting, LLC at this [link](#). We are grateful for your interest in Friends-Boston and our proven model for breaking the generational cycle of poverty and trauma.

Friends of the Children–Boston is committed to our community, equal employment opportunity, and diversity in our workplace. We celebrate diversity and are committed to creating an inclusive environment for all employees. www.friendsboston.org