

TITLE:	Vice President of Corporate Relations	STATUS:	Full-Time
REPORTS TO:	Chief Strategy Officer	FLSA CLASSIFICATION:	Exempt - Administrative
SUPERVISES:	Corporate Engagement Manager, Volunteer & Events Manager		

Position Summary:

United Way is the largest nongovernmental funder in the Quad Cities, responsible for private investments into programs that advance equity and improve education, income and health outcomes.

The Vice President of Corporate Relations, a new position on our team, will lead United Way Quad Cities (UWQC) in our move to a high-level business “consulting” mentality with a strategic business and partnership perspective that is flexible and responsive. He/she will shape United Way as a corporate social responsibility (CSR) partner of choice and provide an essential link between business, non-profit organizations, schools and individuals to meet our community’s needs and objectives.

She/he will be people-centered and results driven with a relentless focus on building and deepening relationships that generate financial resources to support the mission of UWQC, create impact for our community, and advance the objectives of our corporate/foundation partners.

The Vice President is responsible for achieving United Way’s corporate, cause marketing, employee giving and sponsorship fundraising goals. To accomplish this, She/he and their team will build strong corporate relationships through a deep understanding of current and future partners’ unique corporate social responsibility/employee engagement objectives and by providing the solutions that help them achieve those objectives, while at the same time transforming lives in our community.

Essential Job Functions

- Establish and lead United Way’s role as a valued strategic partner by building and managing relationships across all levels of our corporate partner organizations and leveraging our leadership as well as our Board of Directors to build C-Suite relationships.
- Elevate conversations with current and future corporate partners to co-create their CSR or employee engagement goals and partner to achieve them.
- Develop and launch new tools, services and products to respond to corporate and employee interests.
- Guide the use of technology and other digital solutions to enhance the experience of corporate partners and their employees.
- This individual applies their expertise and own understanding of our business partner objectives and guides their team to acquire, retain and grow relationships through quality engagement/philanthropy opportunities.
- The Vice President carries a portfolio of key corporate partnerships and is highly engaged and visible in additional partnerships. They manage and inspire individual and committees of leadership volunteers to guide our planning, relationship building, fundraising and in achieving our Corporate and employee giving goals.

Key Areas of Focus

Corporate Social Responsibility & Donor Relations

- Understands donor and United Way objectives and where they intersect; identifies tangible outcomes and works consultatively with partners to create strategic plans that benefit both parties.
- Develops our consultative, collaborative CSR approach to be a unique differentiator for United Way.
- Works with United Way Worldwide and across the United Way network to create outstanding corporate and foundation relationships and experiences.
- Partners with marketing to develop messaging, presentations, storytelling and recognition to position and promote UWQC's corporate partnerships and our value as a CSR partner/expert.
- Works with Marketing and Community Impact to build a consultative, collaborative, donor/partner-centered brand that differentiates United Way and adds value to our partners.
- Recognizes the power of effective stewardship and develops a method for thanking donors, publicly recognizing donors, informing them of impact of their support, and keeping them apprised of progress in the community.
- Elevate the overall corporate recognition and help create products and offerings based on donor feedback and needs.

Business Development

- Uses data analysis, trends, and insights to develop strategic plans for corporations, foundations and individual employee donors.
- Consistently tracks data to evaluate opportunity to engage corporate partners and their employees. Is strategic and innovative to respond and use the data to implement tactics and achieve goals.
- Guides team to towards a clear path to cultivate and acquire new corporate/employee philanthropic giving and engagement.
- Leads development of products and engagement opportunities to meet donor objectives, to deepen relationships, meet financial goals and create impact in the community.
- Manage, report, promote and grow QC Dividend program, a regional corporate recognition for 1% or more annual giving.
- Execute annual Generosity Dividend recognition event to recognize top corporate and personal giving and engagement.

Talent Management

- Builds and leads a diverse, high-performing team that embraces a consultative, donor-centered approach and leverages this approach to achieve results. Hires and develops team members who build relationships, are responsive, creative, flexible and use real-time data to make decisions.
- Coaches and mentors' employees and team to develop goals and strategic plans to achieve those goals. Engages team in using data to guide planning and day-to-day relationship management.
- Partners with staff and leadership volunteers to build corporate and foundation relationships and to achieve our financial and community impact goals.
- Other duties as assigned.

Competencies for all staff:

- Mission-focused
- Relationship oriented
- Collaborator
- Result-Driven
- Brand Steward

Education/Training:

- A minimum of 3 years of work experience in Business development, Corporate Social Responsibility, Sales or Fundraising.
- Bachelor's degree preferred in the fields of business administration, sales, marketing, or public administration. Applicable experience is required.

Experience/Other Requirements:

- Innovative, creative, and strong interest in executing new strategies to exceed revenue and impact goals.
- Proficiency translating data and analytics into actionable insights.
- Ability to leverage partnerships to achieve goals and optimize growth.
- Excellent writing, editing, verbal, and presentation skills.
- Superior interpersonal and organizational skills with high attention to detail.
- Proficiency with MS Word, PowerPoint and Excel; working knowledge of social media; competency utilizing a CRM to track prospect interactions.
- Demonstrated skill and comfort in building relationships with board members, major donors, corporate executives, government, and community agency leaders.
- Innovative thinker, with a track record for translating strategic thinking into action plans and results.
- Thorough understanding of the Quad Cities corporate, non-profit, government, and community agency eco-system.
- Excellent consultative selling skills.
- The ability to thrive in an environment that is building for significant growth, diversity, and change.
- Ability to integrate marketing, operations and financial knowledge and background to achieve organizational goals.
- Valid Driver's License, automobile insurance, and reliable transportation required

HOW TO APPLY:

Qualified candidates are invited to apply by submitting a resume and cover letter along with your salary expectations, to Karrie Abbott, Chief Operating Officer at kabbott@unitedwayqc.org

At United Way Quad Cities, we value every background, identity, and experience. We believe that a diverse team, informed by different cultures and perspectives, makes us stronger. We are committed to doing the work and challenging each other to be an organization in which everyone is respected and heard. We commit to providing genuine opportunities for all people to thrive. And we will continue to embed diversity, inclusion, belonging, and equality in everything we do.