Foodbank
of Southeastern Virginia
and the Eastern Shore

Position Announcement:
Director of Corporate Engagement

Application Dates:
July 22, 2024 (open) until Filled

About Us:
Since 1981, the Foodbank of Southeastern Virginia and the Eastern Shore (Foodbank) has proudly provided more than 400 million meals to our neighbors in need. Serving eleven cities and counties where one in ten neighbors are food insecure, we play a vital role in the fight against hunger by collecting, storing, and distributing nutritious food. In addition, we focus on long-term solutions towards self-sufficiency by addressing the root causes of hunger. Our mission is supported by a dedicated network of volunteers, generous donors, and compassionate community partners. Together, we strive to ensure that no one in our community goes to bed hungry. To learn more, visit foodbankonline.org or find us on Facebook, Instagram, LinkedIn, X, and TikTok.

Position Overview:
The Director of Corporate Engagement is a key leadership team member and an active participant in driving strategy and innovation at the Foodbank. Reporting directly to the Chief Development Officer, this multifaceted position will provide leadership for a team of up to 3 staff members, focusing on developing and implementing comprehensive fundraising strategies. These strategies will center on volunteer cultivation, engagement, and stewardship, as well as the cultivation, engagement, and stewardship of corporate donors to leverage financial and in-kind support for the Foodbank's mission of "leading the effort to eliminate hunger in our community."

Duties and Responsibilities:

Corporate Fundraising:

- Develop and implement a comprehensive fundraising strategy for Feeding America and other major cause marketing campaigns in collaboration with our corporate retail partners.
- Manage a portfolio of approximately 50 corporate donors, with a focus on expanding and diversifying the organization's corporate donor base and collaborating with team members to secure funding for new initiatives.
- Work with the development team to develop tailored value propositions that highlight the unique benefits of partnering with the Foodbank, customized to appeal to different industries and corporate groups.
- Coordinate and conduct grant activities with the grants team, including prospect research and submissions for corporate funders.
- Engage with the top twenty corporate funders, alongside the Chief Development Officer, to ensure strong, ongoing relationships. Aim for this group to contribute in the low to mid-five figures annually through multi-year agreements.
- Identify potential corporate donor leads in collaboration with the volunteer team.
- Secure new sponsorship leads and opportunities in partnership with the Chief Development Officer and Director of Development and Marketing.
- Provide exemplary stewardship to corporate donors, ensuring personalized outreach, event invitations, and coordination of sponsor recognition efforts in collaboration with the Director of Development and Marketing.

- Generate and analyze monthly reports from the Raiser's Edge database to renew, cultivate, and upgrade donors, ensuring fundraising goals are met.
- Monitor monthly/quarterly variances in fundraising performance and donor contributions and adjust strategies accordingly to ensure achievement of fundraising goals.
- Represent the Foodbank effectively in public settings, including meetings with current and potential funders and well-organized, impactful site visits.

Volunteer Program Management:

- Expand the volunteer program by establishing and maintaining community partnerships with corporations, schools, community-based organizations, individuals, the military, etc.
- Oversee the processing, orientation, and assignment of all volunteers and volunteer groups in consultation with staff. This includes recruiting, screening, selecting, placing, and training volunteers; planning, assigning, and occasionally directing work; appraising performance; rewarding volunteers; addressing complaints; and resolving issues.
- Serve as a liaison between volunteers and staff to ensure effective communication and coordination.
- Develop, support, and oversee the Volunteer Advisory Council.
- Organize and assist with special events and projects as needed, with the support of departmental staff.
- Coordinate all volunteer recognition events to ensure volunteers feel valued and appreciated.
- Attend outside events as necessary and available to represent the Foodbank and its mission.
- Supervise Volunteer Coordinator(s) in scheduling volunteers, tracking volunteer hours, managing the Volunteer Hub database, and performing other assigned duties.
- Maintain and manage data for the department as necessary and appropriate, and cross-train for other departmental tasks.

General:

- Collaborate with the Chief Development Officer and Director of Development and Marketing to create a comprehensive annual fundraising plan addressing key components of corporate fundraising and volunteer management strategies.
- Commit to and embody the Foodbank's mission, actively participating in sharing the mission, vision, and values of the organization both internally and externally. Foster a culture of active philanthropy among all staff.
- Organize and attend weekly team, departmental, or leadership meetings to ensure proactive planning, inter-organizational collaboration, and effective communication.
- Complete additional tasks as assigned or requested by the direct supervisor, department head, or senior management.

Educational Achievement:

- Required: Bachelor's degree in Business, Marketing, Public Administration, or a related field.
- Preferred: Master's degree in Business, Public Administration, or a related field.
- Preferred: CFRE (Certified Fund Raising Executive) and/or CVA (Certified Volunteer Administrator).

Qualifications:

- Minimum of 3-5 years of progressive experience in fundraising with a demonstrated track record of securing major gifts and providing management support for staff.
- Proven ability to develop and sustain positive relationships with donors, with a comprehensive understanding of development principles, fundraising techniques, and ethics.

- Extensive experience in managing and collaborating with volunteers as well as developing and maintaining positive relationships with community partners and stakeholders.
- An attentive donor-centric approach and a commitment to providing excellent customer service.
- Cultural competence and the ability to work effectively with a diverse range of community members.
- Exceptional organizational and time management skills.
- Proficient in conducting prospect research.
- Excellent interpersonal, verbal, and written communication skills.
- Detail-oriented with the ability to manage multiple tasks within tight timelines.
- Results-oriented with a friendly, collaborative approach and a team-oriented style.
- Self-motivated with a proactive and professional attitude.
- Innovative and quick-thinking problem-solving skills.
- Ability to adapt to changing priorities, handle unexpected situations, and work well under pressure.
- Proficiency in using fundraising databases and CRM software, preferably Raiser's Edge NXT.
- Familiarity with standard office software and a willingness to adapt to and learn new technologies and fundraising tools.
- Willingness and ability to work evenings and weekends as needed.
- Access to a vehicle and a valid driver's license for attending donor meetings, events, and activities across eleven cities and counties of Southeastern Virginia and the Eastern Shore.
- Genuine passion for the organization's mission and a commitment to advancing its goals.

Working Conditions:

- Full-time, Exempt
- Monday through Friday; work hours vary based on tasks, meetings, projects, events, and other responsibilities.
- This position operates in a professional office environment.
- Occasional local travel is expected.
- Periodic work on evenings and weekends for meetings, special events, and out-of-town conferences is expected.

Compensation:

- Starting at $75,000

Featured Benefits:

- Medical insurance
- Vision insurance
- Dental insurance
- Generous paid time off
- 11 paid holidays
- One-week paid office closure
- 401(k)
- Employee development opportunities

How to Apply:

Complete the application at Career Opportunities or email a resume and cover letter to orfrecruiting@foodbankonline.org with the subject: *Director of Corporate Engagement*.

The Foodbank of Southeastern Virginia and the Eastern Shore is committed to the full inclusion of all qualified individuals. If reasonable accommodation is needed to complete the application process, please contact the employer directly at orfrecruiting@foodbankonline.org.

The Foodbank of Southeastern Virginia and the Eastern Shore is an Equal Opportunity Employer. The Foodbank encourages applications from qualified persons of every race, ethnicity, national origin, religion, sex, age, veteran status, sexual orientation, and disability.