



Corporate & Community Partnerships Manager Job Description

Overview: Susan G. Komen San Diego is San Diego County's largest funder of free breast cancer services, treatments and support. As a national organization, Susan G. Komen is the world's largest private investor in breast cancer research. The Corporate & Community Partnerships Director creates and implement strategies to accelerate the organization's 5-year strategic revenue diversification plan. The manager reports to the President/CEO and interacts with the Board of Directors, community leaders, donors, staff and volunteers.

The Job: We are searching for a dynamic, passionate individual to be part of our growing organization. You will be empowered to unleash your creativity while working with a team that believes that your success, and the team's success, depends on freedom to create, hard work, determination, accountability, results orientation and fun. The successful applicant will build on an already successful platform with support from our small staff and consultant team. S/He will:

- Develop and implement aggressive solicitation of corporate and community organization support for both Komen San Diego's Race for the Cure and Annual Dinner Symposium; develop and maintain knowledge of corporate giving interests, staff and trends.
- Create and manage the fundraising platform for the Susan G. Komen San Diego Race for the Cure.
- Expand Komen's partnership portfolio by soliciting and negotiating long term relationships with new corporate and community partners.
- Support the development of new business opportunities and new business platforms in cooperation with the Komen San Diego Staff.
- Create dynamic presentation packages for new corporate prospects.
- Supervise all fulfillment procedures tied to new corporate partnerships
- Work in partnership with staff and consultants to achieve the Komen San Diego's financial goals.

Qualifications: The ideal candidate will be a dynamic and passionate action-oriented driver of change who:

- Uses traditional and innovative ways to engage corporate and community organizations;
- Has 7 to 10 years of experience managing multiple aspects of a corporate and community that resulted in significant contributions;
- Is experienced with special events, direct response, marketing and event fundraising platforms;

- Holds a bachelor's degree or higher (or has comparable work/life experience); and
- Has proficiency in Salesforce (or similar database software) and MS Office Suite.

Please send your cover letter and resume to laura@sdkomen.org and judi@sdkomen.org with the subject line: Corporate & Community Partnerships Manager_Last Name.

