

# Corporate Partnerships Manager



## Details

**Reports to:** Development & Partnerships, Executive Committee

**Time:** Part-time (10 hours per week average)

**Location:** Remote, flexible within the U.S.

**Travel:** 5-10%

## About Engineers for a Sustainable World

Engineers for a Sustainable World (ESW) is nonprofit dedicated to empowering engineers to tackle sustainability challenges. We believe that engineers, and anyone who loves to solve problems, are key to solving today's biggest sustainability challenges. Founded in 2002, ESW is an international network of over 1,750 members and more than 45 collegiate chapters working to build a more sustainable world through technical hands-on projects. Since its founding, ESW has supported over 300 chapter-led projects in 12 countries and 23 states and Canadian provinces.

## Overview

The Corporate Partnerships Manager is responsible for supporting fiscal goals by identifying, cultivating, and stewarding a diverse base of corporate donors and foundations. He/She will lead corporate fundraising in recruiting new corporate members and developing corporate sponsorships to support ESW's programs. The Corporate Partnerships Manager works across all teams to implement and execute corporate engagement, cultivation, and external donor communications.

The Corporate Partnerships Manager will work closely with the Grants Manager, Individual Donors Coordinator, Program Directors, and Professional Relations team to develop and implement new initiatives for chapters, develop project guidance and tracking materials, and develop digital resources for project leaders on the project database. This position is flexible, and we can accommodate work and school schedules.

**To apply, please send a cover letter and resumé/CV to [apply@eswusa.org](mailto:apply@eswusa.org). Please contact us with any questions you may have as well.**

## Responsibilities

- Research and identify corporate prospects and create and implement cultivation strategies to increase corporate membership revenues and engagement;
- Engage corporate representatives in events, site visits, meetings, and service projects to deepen their commitment to the organization and secure long-term support for ESW;
- Support the growth of corporate partnerships by managing day-to-day stewardship of sponsors including key communications, events, and individual relationships;
- Draft funding and corporate sponsorship proposals with the Grants Manager;
- Produce pitch decks, end-of-the-year reports, awards and recognition opportunities, and other marketing collateral for our corporate sponsors by working closely with our Communications & Technology team;
- Collaborate with the Events team on fundraising campaigns and cultivation events; and
- Support the Development & Partnerships team as needed with fundraising events, foundation proposals, and conference sponsorship.
- Track cultivation activities in our CRM, NationBuilder

### **Desired skills and qualifications**

- One to three years of fundraising, corporate and/or donor relations, or similar experience
- Existing corporate relationships a plus
- Passionate about sustainability with a general knowledge of sustainability topics
- Ability to speak compellingly about our organization, Mission, Vision, and Values to individuals, groups, and stakeholders
- Entrepreneurial mindset with creativity, drive, and leadership skills
- Excellent communication and writing skills
- Familiar with NationBuilder, or willingness to learn
- Experience using digital tools such as Google Suite, Slack, and video conferencing
- Able to coordinate and work well in a dispersed, team environment
- Good judgment and ability to make decisions in ambiguous, complex situations
- Willing to travel locally