

Manager, Corporate Partnerships & Investment

Permanent Full-time

At United Way of Calgary and Area, we believe that united, we make the biggest difference. We're strongest when we come together to improve local lives and communities—and when we come together as a team, we passionately propel our mission forward. We currently have an exciting opportunity for a new role to join our Resource Development team.

Reporting to the Director, Corporate Partnerships & Engagement, the Manager, Corporate Partnerships & Investment will manage a portfolio of United Way's key corporate partnerships, incorporating a team approach, and create a year-round engagement strategy with corporate partners. The primary goal will be to obtain multi-year, transformational gifts from corporate partners that support their Environmental, Social, and Governance (ESG) and Corporate Social Responsibility (CSR) goals and objectives. This position will support the efforts of United Way of Calgary and Area in our goal to be the partner of choice to support corporate partner's ESG/CSR goals through philanthropy.

If you are passionate about your community, aspire to make an impact, thrive in a fast-paced environment, and want to make a difference, then we're looking for you!

What you will do

- With each corporate partner, build relationships and develop a clear understanding of their ESG/CSR goals, in order to build an appropriate engagement strategy.
- Using a team-based approach, develop a bespoke year-round strategy that supports the corporate partner's ESG/CSR goals.
- Plan, organize and implement fundraising campaigns for assigned corporate partners.
- Build internal capability around ESG/CSR to advance United Way's service offering in this area.
- Collaboratively work with colleagues to build out and project manage complex corporate partnership plans.
- Continuously think creatively and strategically to maintain relationships and grow campaign revenue within assigned accounts.
- Manage and report on progress and results for all assigned accounts.
- Support and steward innovative partnerships with volunteers and workplaces.

What you will bring

Experience:

- University degree or diploma in business, social responsibility, sustainability, or other related field; or a combination of education and experience.
- Two to five years of relevant experience in community investment, social responsibility or ESG.
- Previous corporate experience is considered an asset.
- Experience with community outreach and relationship management.
- Technology-savvy with experience in MS 365, SharePoint and CRM software.

Attributes:

- Strong project management skills with the ability to advance complex initiatives successfully with a broad stakeholder base.
- Proven ability to impact and influence through strong interpersonal skills.
- Excellent communication skills, including both written and presentation skills.
- Strong problem solver and ability to manage complex situations with tact and creativity.
- Ability to research, create and analyze reports.
- Ability to build solid relationships with multiple stakeholders.
- Thrives in a fast-paced environment, managing numerous priorities simultaneously.

United, we make the biggest difference

United Way is a not-for-profit organization that has played a vital role in our community for over 80 years. As a social impact organization, our mission is clear: we mobilize communities for the common purpose of working together to create lasting social change.

In addition to meaningful work where you can have an impact, United Way also offers a comprehensive compensation and benefits package, a hybrid work environment, and flexible working hours.

Our Commitment to an Inclusive Culture

We are committed to creating an inclusive culture where everyone feels valued and respected, and that reflects the diverse community we serve. We welcome application from all qualified candidates, and encourage candidates with diverse backgrounds, experiences, styles and abilities to apply. If you require accommodation at any stage of the hiring process, please let us know.

Our Commitment to Health and Safety

At United Way, we are committed to protecting our team, our clients, and the community we serve by providing a safe and healthy workplace. We will follow all health and safety guidelines in accordance with the Occupational Health and Safety Act of Alberta and Alberta Health Services guidelines.

To Apply

To explore this opportunity, please submit your resume and cover letter to: lachlin@prospectorsearch.com.

We thank you for your interest in this role – only those being considered will be contacted.

The posting will remain open until a suitable candidate is found.

To learn more about United Way of Calgary and Area, please visit our website at www.calgaryunitedway.org.

We thank all applicants for their interest and effort in applying for this position, however, only those being considered will be contacted.