



**Position: Director of Corporate Development**  
**Reports to: Chief Development Officer**

### ***About SBP***

SBP, a social impact organization focused on disaster resilience and recovery, **solves the challenges facing at-risk communities** and scales impact with a proven model that brings the rigor of business and innovation to reduce risk, create resilient communities and streamline recovery. By taking this holistic approach, SBP shrinks the time between disaster and recovery.

SBP does this in three connected ways—prepare, shape and build

1. SBP **prepares** individuals, communities and organizations to mitigate risk and speed recovery.
2. SBP **shapes** federal policy and system change and state and local disaster recovery programs to be more efficient and effective.
3. SBP **builds** resilient communities efficiently and effectively and shares our proven model and approach with others.

### **Position Summary**

Over the past 15 years, through evolutionary growth SBP is now recognized as a leader in the post-disaster recovery and resilience field for its innovative programs that increase the efficiency of rebuilding after disasters. SBP is set to launch a transformational growth strategy to accelerate the organization's impact in the sector. The Director of Corporate Partnerships will work with the Chief Development Officer (CDO) and development staff to grow and strengthen SBP's relationships with corporate donors in order to achieve aggressive and sustainable revenue growth.

Corporate grants and donations make up 46% of SBP's annual non-governmental revenue. This is far above the nonprofit industry average of 5%. SBP is proud of the relationships we've built with companies like Toyota, Farmers Insurance, Zurich, AT&T, UPS and Walmart (among many others) and we are grateful for the investment of funding, volunteers and knowledge-sharing these companies have given in support of our mission. The person who fills this role will be responsible for bringing SBP to a new level of corporate engagement by sharing her/his experience, strategic vision, people skills and relentless commitment to achieving goals.

### **Responsibilities**

- Develop new corporate partnerships with the goal of creating a symbiotic relationship. Financial investment is crucial, but SBP believes in a “dollars and sense” approach to partnerships, which opens the door to sustainable relationships. Through this lens, we approach companies by illustrating how investing in SBP aligns with their business objectives.
- Work to not only maintain current corporate partnerships but substantially increase the number of partners and level of revenue gained from them to further SBP's transformational growth strategy.
- Build and execute a cause-related marketing strategy
- Identify opportunities for SBP to participate in thought leadership events in collaboration with corporate partners and/or present directly to corporate audiences with the goal of demonstrating SBP's impact and garnering new support for SBP's mission.
- Ensure that corporate partners are highlighted in SBP's external communications and earned media in a way that meets partnership commitments and provides storytelling opportunities to partners
- Implement programs to thank/recognize corporate donations/partnerships

## Performance Expectations

- Able to manage multiple, competing priorities in a fast-paced environment.
- Exceptionally self-motivated.
- High level of personal accountability and curiosity.
- Align work performance with SBP's core values.
- Top-notch written communication and interpersonal skills.
- Detail-oriented with strong troubleshooting, analytical and problem-solving abilities
- Working knowledge of all facets of social media management.
- Superior work ethic and high energy level.
- Desire and ability to work, grow and learn in a startup environment.
- Plan and meet deadlines.
- Maintain a flexible work schedule to meet the demands of executive management.
- Demonstrate initiative and work as a team player.
- Convey a professional and positive image and attitude regarding the organization and the not-for profit sector.
- Demonstrate commitment to continued professional growth and development.

## Experience Requirements

- 5-7 years' experience in corporate partnership, cause marketing, sponsorship, fundraising, or related field.
- Exceptional oral, written, and interpersonal skills, including the ability to speak in front of large audiences. Must write compellingly about our organization, mission, and goals and effectively tailor messaging to different audiences.
- Demonstrated ability in high-level relationship management utilizing a highly collaborative and optimistic approach with internal and external partners.
- Passion for SBP's mission and vision.
- Self-starter with proven skills to organize, prioritize, meet deadlines, and adapt to changing priorities.
- Superior skills in project management, metrics, analytics and reporting.
- Solution-oriented with commitment to delivering excellent customer service.
- Strong computer skills using MS Office, Google Drive, CRM software.
- Bachelor's degree or an equivalent combination of education and experience.

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*SBP is an equal opportunity employer and adheres to all applicable city, state and federal laws regarding equal employment opportunity and hiring practices.*

*All qualified applicants will receive consideration for employment without regard to age, race, color, religion, gender, creed, national origin, physical or mental disability, marital status, veteran status, disabled veteran status, or status as a member of any other protected group or activity.*

*It is the policy of SBP not to discriminate against any individual, person, or group on the basis of disability and the intent of SBP to address any complaints that may arise pursuant to Section 504.*