

# Manager, Corporate Partnerships

**Posted On:** 2021-10-27

**Closing On:** 2021-12-01

**Location:** Toronto (Remote)

**Effective:** November 22, 2021

**Website:** [www.ewb.ca](http://www.ewb.ca)

**Employment Type:** Full-Time

**Level:** Management

## Job Description



[EWB Canada](http://www.ewb.ca) is a free-thinking charitable organization that brings people and ideas together to tackle the most crucial causes of poverty and inequality. We are a global community that applies inquiry, ingenuity, and collective action to transform the flawed economic systems that allow poverty and inequality to persist.

We nurture talent and leadership, enable social entrepreneurship and advocate for policy innovations to crossbreed systems-changing innovations to ensure economic and public opportunity reaches everyone, including the most underserved and marginalized populations, especially women and girls.

EWB is a high-performing team-based work environment. We have over 15 staff members working out of our Toronto-based office (remote) and many more based around Canada and in Africa.

Our culture is one of passion, entrepreneurship, pragmatism, thoughtfulness, dedication, and hard work. We have a strong commitment to excellence and achieving results. Our leaders, staff, and volunteers are youthful; this manifests in our dynamic and positive outlook. We blend a passion to change the world with pragmatism.

## Position Overview

Your key success indicator will be the growth of our revenue from corporate engagement. The individual is responsible for the strategic management and program development of a portfolio of partnerships while managing income and expenditure budgets and key relationships at every level, as well as driving growth. The ideal candidate for this new role is a goal-oriented, strategic thinker and relationship manager.

- Manage relationships with 75+ prospective corporate, and foundations.
- Prepare effective proposals and grant submissions for corporations, corporate foundations, that are compelling, accurate, and professionally written including case statements, tailored proposals, sponsorship packages, and progress reports.
- Support EWB's Corporate Engagement Strategy by honing strategic and tactical plans for partnership engagement designed to gain/enhance the interest and involvement of the corporate prospects.
- Participate in all aspects of the gift cycle: identification, qualification, cultivation, solicitation, and stewardship.
- Create meaningful employee volunteer experiences to engage employees.

- Evaluate tailored sponsor benefits and identify unique opportunities to deliver value to partners.
- Build a corporate pipeline for EWB's annual conference and increase revenue through partnerships.
- Ensure contract obligations are met (e.g. logo recognition/inclusion, category exclusivity), communicating sponsorship deliverables to colleagues across the organization.
- Ensure all notes, calls, emails, gifts, meetings, and events are entered into Salesforce in a timely and accurate fashion.
- Build a culture of professional philanthropy by ensuring that team members and volunteers are properly briefed and prepared in advance of any contacts to support their cultivation or solicitation activities and provide support with their calls or face-to-face meetings.
- Collaborate with Annual Giving Manager and Development Associate to ensure campaign and annual support programs and activities are integrated.

### **Core Competencies**

- 4+ years' experience working in fundraising/not-for-profit environment, (specifically corporate partnership engagement and major gift development).
- Results and Quality Orientation: Improve performances and set ambitious and realistic goals related to the Corporate Giving Portfolio, specifically around projecting revenue, building strategies for revenue growth, and achieving ambitious, pre-set revenue goals.
- Initiative and Innovation: Takes action in complicated and critical situations when related to the Corporate portfolio, including but not limited to pipeline development.
- Proficiency with database management and using CRM donor database (Salesforce experience advantageous).

### **Compensation**

Salary commensurate with experience and comparable to similar roles in the non-profit sector. All employees are provided with a comprehensive health/dental benefits package, Professional Development allowance, and 3 weeks of vacation each year.

#### *What's it like to work at EWB?*

EWB is a high-performing team-based work environment. While initially due to Covid, EWB is now permanently a remote working office. We are a small team with staff members based across Canada and in Africa.

Our office culture is one of passion, entrepreneurship, pragmatism, thoughtfulness, dedication and hard work. We have a strong commitment to excellence and achieving results. Our leaders, staff, and volunteers are youthful; this manifests in our dynamic and positive outlook.

Work hours are typically 9 am to 5:00 pm with varied hours as required by meetings or events.

## Diversity, Inclusion and Gender Equality

EWB embraces diverse cultures, heritages, experiences and opinions in efforts to enrich our programmes and foster inclusive decision making. EWB is committed to providing inclusive, barrier-free employment free from discrimination, and to hiring diverse candidates.

EWB believes that gender discrimination is a root cause of global poverty and economic inequality, and the achievement of gender equality is integral to our mission of achieving systemic change and creating a more just society. We seek to achieve a vision of a more equitable society, inherent to which is the enjoyment of human rights and fundamental freedoms by all persons, regardless of gender identity, sexual orientation, race, class, ethnicity, disability, age, or another status.

Applications will be reviewed on a rolling basis until the job posting closes on December 1.

Please contact [info@ewb.ca](mailto:info@ewb.ca) with any questions. Note "Manager, Corporate Partnerships" in the subject line

Salary Range: \$60,000- \$70,000