



Position Specification

Position: Director of Corporate Relations
Location: National Office

ABOUT CFY

CFY is a national education nonprofit that helps students in low-income communities, together with their teachers and families, harness the power of digital learning to improve educational outcomes.

CFY pursues this mission through the combination of its groundbreaking K-12 learning platform, PowerMyLearning.com, and its on-the-ground direct service initiative, the CFY Digital Learning Program. PowerMyLearning makes best-in-class digital learning activities easily accessible and usable to meet the full range of K-12 learning needs. It is an integral part of CFY's Digital Learning Program which is conducted in partnership with low-income public schools to increase home technology access, extend learning beyond the classroom, and deeply engage parents in the learning process. The program provides training for teachers, students and their parents along with a free broadband-ready home computer loaded with educational software and 24x7 bilingual help desk support.

To date, CFY has served more than 50,000 families from 100 schools nationwide and has demonstrated significant impact on student achievement, student engagement, parental confidence, and broadband adoption. To extend the impact of its work even further, CFY operates an Affiliate Network of over 30 organizations in more than 20 states and the District of Columbia.

POSITION DESCRIPTION

This is an exciting opportunity to develop and implement a high-level corporate relations program to achieve an aggressive annual corporate fundraising target. As CFY's national representative in the corporate community, this individual will play a critical role in the growth of a successful entrepreneurial nonprofit. The Director of Corporate Relations will report to the Managing Director, Development and Communications, and serve as a member of the larger development team.

Key responsibilities include the following:

- Develop and implement an innovative high-level corporate relations program that attracts and engages new corporate prospects with large revenue potential.
- Drive the cultivation and solicitation of high-level corporate donors, working closely with CFY's CEO and national board members where appropriate.
- Create persuasive proposals with exciting benefits packages for new and renewed corporate support. Work with CFY's executive team to frame fundable projects within CFY's priorities.



- Drive a process of maximizing existing corporate relationships so that they become multi-year financial contributors by leveraging other CFY involvement including corporate volunteer initiatives, event sponsorship, equipment donations, and corporate representatives for CFY's local boards or panels.
- Work with Director of Major Gifts to cultivate corporate partners' management teams as individual donors.
- Function as an integral member of the development team.
- Develop and implement a recognition and stewardship program.
- Document comprehensive information on all corporate prospects and relationships using CFY's donor management system.

REQUIRED CANDIDATE QUALIFICATIONS

- Passion for CFY's mission
- 5+ years of work experience
- Excellent account management skills with a proven ability to develop and grow high-yield relationships
- Proven track record of generating revenue either through corporate partnership support or corporate sales and desire and ability to meet aggressive revenue goals
- Demonstrated ability to cultivate and close six-figure gifts from corporate donors
- Self-starter with the ability to work both entrepreneurially and as a part of a team
- High comfort level and capability in presenting to corporate executives
- Excellent written and oral communication skills
- Ability to work independently with minimal oversight and thrive under pressure and on deadline
- Strong researching and prospecting skills
- Excellent time-management and prioritization skills with high attention to detail
- Knowledge of Salesforce a plus
- Bachelor's Degree

COMPENSATION AND BENEFITS

Compensation will be highly competitive and commensurate with experience. CFY also offers a generous benefits package.

TO APPLY

Please send a resume and thoughtful cover letter, outlining how your skills and experience meet the qualifications of the position, your current/most recent salary, and how you heard about this opportunity, to jobs@cfy.org using the following conventions:

Subject line: Director_Corporate_Relations

Cover Letter: yourfirstname_yourlastname_coverletter.doc

Resume: yourfirstname_yourlastname_resume.doc

Applications will be reviewed on a rolling basis.

CFY is an Equal Opportunity Employer