

Development and Partnerships Director

About Go Global NC:

For 45 years Go Global NC has been the leading organization in North Carolina for driving and supporting global engagement across the state. Leveraging its national credibility and strong alumni base, Go Global NC serves as a backbone organization and is poised to expand their programming and enhance the collective impact of North Carolina's great array of global success stories.

Go Global NC, located in Research Triangle Park of North Carolina, is seeking a Development and Partnerships Director to leverage both traditional fundraising and innovative strategies to fund the organization's programs and operations. This position serves as a member of the Go Global NC leadership team and reports to the executive director. This position will work closely with the executive director, deputy director and the development committee of the board.

Job Overview: The Development and Partnerships Director will play a crucial role in forging and nurturing relationships between our organization, donors, alumni/friends, and corporate entities. This position will be responsible for developing strategies and initiatives to enhance partnership opportunities for programming and general operations.

The Development and Partnerships Director is responsible for working with the Go Global NC's board development committee and leadership to create and implement a multifaceted strategy for ensuring a sustainable flow of unrestricted funds for Go Global NC's operations, restricted funds for each of the organization's programs, and, as required, funding for joint projects with partners. The position assumes lead responsibility for partner relationship management: cultivating, building and maintaining relationships with donors and partner organizations to further the mission of Go Global NC. The position solicits donations from individuals, businesses, associations, public and private foundations. The position also manages fundraising strategy and prospect development, goal setting and tracking of results, fundraising data base management, donor communications, and other activities that support resource development and broadening of Go Global NC's network of collaborators.

Key Responsibilities:

Partnership Development:

- Identify, cultivate, and maintain relationships with potential and current corporate partners.

- Generate new opportunities for friendraising and fundraising through events or other activities.
- Develop and implement partnership strategies, plans, and proposals.
- Monitor the success of partnerships, ensuring that obligations are met on both sides and evaluating effectiveness and ROI.

Corporate Partnerships:

- Engage with corporate stakeholders to explore and advance partnership opportunities, sponsorships, or collaborations.
- Develop and manage fundraising prospects including individuals, businesses, organizations and associations, private and public foundations.
- Ensure that partnership agreements align with the organization's mission and values.
- Collaborate with marketing and PR teams to publicize successful partnerships.

Team Leadership & Collaboration:

- Lead efforts to engage staff, board, partners and volunteers on development priorities.
- Work with staff and board to determine the most appropriate approaches for fundraising (e. g. grants, corporate sponsorship, events, fee-for-service, etc.).
- Oversee partnership development, ensuring targets and goals are achieved.
- Collaborate on marketing, finance, and operations to drive partnership initiatives forward.

Financial Oversight:

- Gather and maintain all information in data base, be expert on information contained in data base, and implement strategies for increased support among current donors.
- Work closely with the executive director to set budgets for partnership campaigns.
- Monitor and report on the revenue generated from corporate partnerships.
- Work with auditors in a timely manner to ensure strong fiscal oversight policies.

Reporting and Analytics:

- Maintain a rolling calendar of funding opportunities and deadlines with organizations such as foundations and corporations.
- Work towards annual goals for solicitation of funds and provide monthly progress updates.
- Regularly analyze the effectiveness of partnership strategies and adjust plans accordingly.

- Present findings and progress reports to senior management and the board.

Other:

- Other activities and responsibilities as assigned by the executive director.

Qualifications:

- Bachelor's degree in Business, Marketing, or a related field. Advanced degrees are a plus.
- Minimum of 5 years of experience in partnership development or corporate relations, preferably in a nonprofit setting.
- Proven track record of securing corporate partnerships and managing relationships.
- Strong leadership skills and experience working with a board of directors.
- Excellent communication skills, both written and verbal.
- Ability to work collaboratively across the organization.
- Strong organizational skills, with the ability to manage multiple projects simultaneously.
- Familiarity with CRM and partnership management software.

Personal Attributes:

- Strategic thinker with a results-driven mindset.
- Culturally aware and adept at working across different cultures and business environments.
- Strong interpersonal skills and an ability to build rapport with stakeholders.
- High level of integrity and commitment to the organization's mission.

Employment and Benefit Information:

The Development and Partnerships Director is a full time, exempt employee, who generally works a set of core hours between 9 AM and 5 PM Monday-Friday in addition to morning and evening meetings, events, and occasional weekend responsibilities. Go Global NC offers a full compensation package including salary, paid time off, paid holidays (10-14), employee health insurance, opportunities for professional development, employer contribution to a retirement fund. Salary range for this position is \$60,000 to \$70,000 per year, based on relevant experience.

To apply:

Please send a resume and cover letter to info@globalnc.org