



JOB TITLE: National Vice President, Corporate Partnerships
LOCATION: Remote
SALARY: \$190,000 – 225,000
STATUS: Full Time

TGR FOUNDATION

For more than 25 years, TGR Foundation has worked to create a world where opportunity is universal and potential is limitless. With an unwavering commitment to positively impacting the lives of youth from under-resourced communities, its mission is to empower students to pursue their passions through education. TGR Foundation helps students learn, grow and prepare for their futures through a network of TGR Learning Labs and national programs focused on STEAM educational enrichment, health, well-being, college access and career readiness. For more information visit TGRFoundation.org or connect on [Facebook](#), [Twitter](#) and [Instagram](#).

OVERVIEW

The National Vice President of Corporate Partnerships is a strategic leadership role responsible for developing and executing initiatives to establish and strengthen partnerships with corporate entities. This role focuses on securing funding, enhancing the company's reputation, and driving mutual value through collaborative partnerships. The successful candidate will lead efforts to identify, cultivate, and maintain relationships with corporate partners to support the organization's goals, including fundraising and programmatic support.

ESSENTIAL DUTIES & RESPONSIBILITIES:

- **Strategic Leadership:**
 - Develop and implement a comprehensive corporate partnership strategy aligned with the organization's vision, mission, and strategic goals.
 - Provide strategic counsel to the executive leadership team on matters related to corporate partnerships and fundraising.
- **Corporate Partnership Development:**
 - Develop strategic partnerships and sponsorship opportunities with corporate leaders while strengthening existing relationships
 - Negotiate partnership agreements, ensuring mutual value and compliance with organizational policies.
- **Fundraising:**
 - Develop and execute fundraising strategies to meet and exceed revenue goals from corporate partnerships.
 - Oversee the creation of compelling proposals, presentations, and marketing materials to attract corporate support.
- **Cause-Related Marketing:**
 - Develop and manage cause-related marketing campaigns that drive awareness, engagement, and support for the organization's mission.
 - Collaborate with internal teams and external partners to create compelling content and marketing materials.
 - Oversee the implementation of marketing campaigns across various channels, including digital, print, and social media.
- **Sponsorship Development:**
 - Identify, cultivate, and secure sponsorships from corporate partners and other organizations to support the organization's programs and initiatives.



- Negotiate sponsorship agreements, ensuring alignment with organizational policies and goals.
- **Team Leadership:**
 - Manage departmental resources, and performance metrics to ensure efficient and effective operations.
 - Drive continuous improvement in corporate partnership practices and processes.

EXPERIENCE, SKILLS & EDUCATION

- Identify and leverage opportunities to enhance the organization's reputation and influence through strategic partnerships.
- Create and lead the overall strategy for corporate sponsorship and underwriting.
- Collaborate with the development team to integrate corporate fundraising efforts into overall fundraising plans.
- Build and maintain strong relationships with sponsors, ensuring mutual value and long-term commitment.
- Lead, mentor, and foster a culture of collaboration and excellence between internal stakeholders.
- Demonstrated ability to build and maintain relationships with diverse stakeholders.
- Experience managing and developing high-performing teams.
- Proven track record of developing and executing successful corporate partnership and fundraising strategies.
- Strong understanding of corporate communications, fundraising, and stakeholder engagement principles.
- Excellent interpersonal, communication, and presentation skills.
- Strategic thinker with strong problem-solving and decision-making capabilities.
- Ability to navigate complex regulatory and corporate environments.
- Minimum of 10 years of experience in corporate partnerships, fundraising, or a related field, with at least 5 years in a leadership role.
- Bachelor's degree in Communications, Business Administration, Marketing, or a related field; Master's degree preferred.

TO APPLY:

Please submit a cover letter and résumé to Katie Vazquez at kvazquez@tgrfoundation.org.

TGR Foundation is proud to be an Equal Opportunity Employer.

This job description is illustrative of duties typically performed by this job. It is not intended to be an exhaustive listing of every job responsibility. Because job content may change from time to time, TGR Foundation reserves the right to add and/or delete job responsibilities from this position at any time.