

Job Description: Director of Strategic Partnerships

About United Way of the Greater Triangle (UWGT):

United Way of the Greater Triangle is on a bold mission to invest in community-driven solutions that advance racial and economic justice. We are building a team to foster meaningful cross-sector collaborations and cultivate partnerships to realize this mission, creating a greater, more just Triangle community. If you're passionate about relationship-building, and creating sustainable change through partnering with our corporate community, we invite you to join us as our next Director of Strategic Partnerships.

Position Overview:

The Director of Strategic Partnerships plays a vital role in driving UWGT's fundraising efforts by cultivating, managing, and expanding corporate and community partnerships. Reporting to the Chief of Philanthropy, this role is responsible for developing and executing strategic plans to deepen relationships with existing partners, identify new opportunities, and secure resources that advance UWGT's mission. The ideal candidate will bring strong expertise in fundraising, corporate engagement, and relationship management, coupled with a passion for creating partnerships that generate long-term, sustainable impact.

Core Responsibilities

Fundraising & Revenue Generation:

- Collaborate with the philanthropy team to design and implement data-driven fundraising initiatives, including corporate campaigns, sponsorships, and employee giving programs.
- Achieve revenue goals by managing and growing a portfolio of corporate partnerships.
- Create tailored funding proposals that align with corporate partner objectives while advancing UWGT's mission.
- Track and analyze partnership metrics to measure impact, refine strategies, set future growth goals and make recommendations for broader fundraising strategy.

Strategic Partnership Development:

- Develop and implement a comprehensive partnership strategy to build meaningful, year-round relationships with corporate and community partners.
- Deepen relationships with current stakeholders to strengthen their commitment to UWGT's mission, enhance philanthropic resources, and amplify community impact.
- Identify and cultivate new corporate partners, creating innovative engagement opportunities that align with UWGT's goals.
- Represent UWGT at industry events, conferences, and meetings to expand the partnership network and raise awareness of collaboration opportunities.
- Adept at presenting to large audiences, stewarding the mission of UWGT, engaging through a deep well of facilitation and public speaking skills.
- Monitor and evaluate the outcomes of partnerships, sharing key successes and growth areas with stakeholders.

Stakeholder Engagement & Communication:

- Design and execute year-round relationship plans for assigned partners, ensuring consistent and meaningful communication.
- Serve as a key point of contact for corporate partners, fostering trust and mutual value in all interactions.



- Partner with internal teams to ensure seamless collaboration and alignment in delivering on partnership commitments.

Required Qualifications:

- A minimum of 3 years of experience in fundraising with a demonstrated track record of success.
- Exceptional interpersonal and communication skills, with the ability to build and maintain relationships with diverse stakeholders.
- Strategic thinking and planning abilities, with experience identifying and prioritizing partnership opportunities.
- Proven ability to manage complex relationships and deliver high levels of partner satisfaction.
- Familiarity with CRM systems (e.g., Andar) and the Microsoft Office Suite.

Core Competencies:

- **You're a Relationship Builder:** You are a dynamic cultivator of authentic, meaningful partnerships and thrive when connecting diverse stakeholders to achieve shared goals.
- **You're a Strategic Thinker:** You're a wiz when analyzing challenges and opportunities to develop clear, actionable plans that drive sustainable impact and measurable results.
- **You're Results-Oriented:** You regularly win. You focus on achieving goals with urgency, persistence, and attention to detail, ensuring every initiative delivers meaningful outcomes.
- **You're a Dream Teammate:** You value working with people. You thrive off diverse perspectives and foster strong communication + collaboration, creating a culture of trust and mutual respect.
- **You're a Communicator:** When you talk, people listen. Your ideas ring clear and your messaging is consistent and effective. You tailor your message to resonate with your audience. You listen deeply to what others are saying.
- **You're a Problem Solver:** You navigate challenges with creativity and resourcefulness, always looking for opportunities to innovate and improve. You bring 3 solutions to every problem to the table.
- **You're Passionate About Racial and Economic Justice:** You embody UWGT's mission and values in every interaction, driving your work with a commitment to advancing equity and justice.

A Glimpse into Your First 90 Days:

- Get to know the UWGT team, mission, and impact in the Triangle.
- Build relationships with key corporate partners and stakeholders.
- Assess current partnership strategies and identify opportunities for growth.
- Develop tailored engagement plans for high-priority partners and contribute to upcoming fundraising initiatives.

Application Process:

Excited about this opportunity? Submit your resume and cover letter to jobs@unitedwaytriangle.org by February 1, 2025. The salary range for this position is \$75,000–\$95,000, with a comprehensive benefits package that includes medical, dental, 401K matching, and a hybrid work environment.

Diversity, Equity, and Inclusion Statement:

United Way of the Greater Triangle is dedicated to fostering an equitable and inclusive environment. We are committed to creating equal opportunities, promoting civility, and respecting diverse voices across our organization and the Triangle community.

