

About Us

Founded in Colorado in 2005, There With Care's mission is to provide a wide range of meaningful and fundamental services for families and children during the critical phase of a medical crisis. We serve families referred by hospital social workers and build support around them through a community of individuals, volunteers, services, and businesses, who ease their burden of life's day-to-day obligations with compassion and care. Our current service locations are Colorado, Middle Tennessee, and the Bay Area of California.

The Role

The Corporate Partnership Manager will be responsible for cultivating, securing, and stewarding high-visibility corporate relationships and gifts, particularly through cause-related marketing, workplace giving, and employee engagement partnerships. The Corporate Partnerships Manager will be responsible for the overall management and program development of a strategic portfolio of partnerships. This role manages income and expenditure budgets and key relationships at every level, as well as driving sustainable growth.

The Important Work You'll Do

- Help develop and leverage leads to businesses through referrals, telephone canvassing, cold calling, and networking events.
- Create, implement, and measure the success of a comprehensive corporate partnership strategy that aligns with There With Care's mission and goals for program growth.
- Develop short- and long- term metrics designed to monitor the activities and progress of the strategy for building There With Care's corporate partnerships and evaluate the effectiveness of the strategy.
- Cultivate, manage, support, and track relationships with all corporate partners and prospects.
- Assist in the development of a revenue-generating business plan to ensure the sustainability of programming.
- Engage with prospective and current corporate partners.
- Network with a broad range of business partners, ranging from high level corporate executives to department supervisors.
- Develop a data tracking system to maintain accurate records of all prospecting activities including recruiting calls, presentations, successful partnerships, follow-up activities and contacts.
- Serve as liaison between business partners and There With Care staff, assisting with introductions, support, logistics and follow up, as needed.
- Drive success in promoting There With Care mission to achieve or surpass annual and multi-year revenue and engagement goals.

Qualities That Might Make You Successful In This Role

- *You Want to be Part of Something Bigger.* Our mission inspires you. The idea of helping families and engaging the community to participate through your skills motivates you.

- *You are a master of your own Time Management.* You are comfortable juggling multiple projects and multiple people and are masterful at prioritizing, and re-prioritizing when necessary.
- *See the Solutions.* Good at solving problems with compassion and care. You are willing to find a solution, adapt, then execute. And when you don't have the answers, you aren't hesitant to ask and learn.
- *Details matter.* You have a sincere desire to understand the details of every aspect of the organization and are not afraid to ask for clarity when needed. You have impeccable attention to detail and put care into all you do.
- *Collaboration Inspires You.* Working as a team, brainstorming and problem-solving together motivates you. You view feedback not as criticism, but as a way to have a better, stronger outcome. You naturally see ways to engage people and see the importance of building community.

The Important Skills You'll Need To Have

- Bachelor's degree required.
- A strong commitment to the mission of There With Care.
- Minimum 3 years of professional sales/account management experience, marked by strong organizational skills, an attention to detail and persistent follow-up.
- Experience in forging and developing relationships with corporations and an understanding of corporate/business culture.
- A resourceful style with the ability to work independently, take initiative and manage multiple tasks and projects as well as to be a team player who is eager to collaborate with others.
- Excellent written and verbal communication skills.
- An ability to network and build alliances.
- Strong creative, analytical and interpersonal skills along with a high degree of personal and professional integrity.
- Must have computer proficiency and knowledge of MS Office, including Outlook, Excel, and PowerPoint.
- CRM experience a plus.

Compensation and Benefits

- Salary Range \$70,000 - \$80,000 per year(commensurate with experience)
- Full-time, Exempt, 40 hours per week
- Vacation, Sick Leave and Paid Holidays
- 401(k) plan

How To Apply:

Please submit your resume and cover letter to: careers@therewithcare.org.
This position is based in our Colorado location.



This position requires a Criminal Background Check. We reserve the right to make employment contingent upon successful completion of a Criminal Background Check.

There With Care is an Equal Opportunity Employer.