ABOUT GIVING KITCHEN

Giving Kitchen, a non-profit headquartered in Atlanta, Ga., serves those who serve us every day: We help food service workers. Since inception, GK has served over 9,000 food service workers in need and awarded over $5.8 million in financial assistance. Our Stability Network connects food service workers in crisis to resources that they may have not been aware of: from mental health to housing and utilities to employment to low or no-cost health and wellness resources and more.

Giving Kitchen is quickly growing as a regional organization with multi-regional and national expansion on the horizon. As a respected organization in our community and industry, our impact has been recognized locally and nationally, including as a Georgia Restaurant Association Industry Partner of the Year, The Center for Civic Innovation’s Civic Impact Award and the prestigious James Beard Foundation’s Humanitarian of the Year. GK has also earned a Gold GuideStar rating and a 100 of 100 seal from Charity Navigator.

Be part of something that is bigger than all of us and is just getting started. More at givingkitchen.org or @givingkitchen.

Job Title: Corporate Relations Manager
Reports To: Director of Donor Relations
FTE: Full Time
FLSA: Exempt

Position Purpose: Giving Kitchen’s Corporate Relations Manager is primarily responsible for developing state, regional, and national corporate partnerships to support Giving Kitchen’s mission.

GK’s Corporate Relations Manager reports to the Director of Donor Relations and is expected to work closely with Giving Kitchen’s Foundation Relations Manager and Donor Relations team and regional partnership and event managers, as well as executive leadership and other team members to ensure that the organization’s key goals are carried out. As a result, skills such as leadership, communication, time management, and teamwork are imperative.
This position is responsible for implementing the organization's key fundraising strategies to help GK reach its annual fundraising goals while maintaining stewardship-focused relationships with our valued corporate partners.

This position works from the Atlanta headquarters with opportunity for a hybrid work model.

**Key Responsibilities:**

**Strategic Focus**

- Create a market donor relations/sales strategy to reach the goal of renewing and soliciting new partnerships to raise $1,100,000 in corporate funding in 2022
- Define account-specific strategies that deepen partner engagement with Giving Kitchen and foster mutually beneficial, sustainable, mission-centered partnerships
- Implement effective strategies to position GK for short and long-term revenue growth including diversification of the partner industry portfolio and comprehensive solicitations across multiple funding channels (i.e., gift in kind, cause-related marketing, workplace giving/employment engagement, sponsorship of events)

**Prospect Relations and Solicitation**

- Maintain an adequate pipeline of potential partnerships through systematic and ongoing prospecting activities; proactively pursue networking opportunities and establish relationships with business leaders to seek qualified leads
- Qualify prospects and design effective partnership deliverables based upon knowledge of partners, their business, and objectives in alignment with GK priorities
- Collaborate with GK Executive Team and Partnerships & Outreach team to develop relationships with key stakeholders at multiple levels across partner organizations
- Develop comprehensive solicitation plans that outline stakeholder involvement and strategic approach for cultivation and solicitation of partner commitment
- Develop and deliver creative and powerful presentations and proposals for corporate partnership opportunities; ensure organizational leadership involved in pitch are briefed and prepared for meetings;
- Negotiate deal terms and collaborate with GK finance and marketing teams to ensure compliance

**Stewardship**

- Maintain and expand existing corporate partner relationships through on-going communication and solicitation as appropriate; ensure timely renewals and continued partnership growth YOY
- Leverage opportunities for high-touch stewardship such as invitations to GK events, customized stewardship reports, etc.
- Solution-oriented with commitment to delivering excellent internal and external customer service
• Maintain current prospect and partners records in donor management system
• Meet regularly with Marketing & Communications Manager and Donor Relations Manager to assure accurate and timely sponsor and partner recognition and acknowledgments

Qualifications and Key Skills:

• Minimum of 3 years’ experience preferably in communications, business, nonprofit management, or philanthropy
• Working knowledge of principles of corporate social responsibility, cause marketing, employee engagement and sponsorships preferred
• Willingness to work in a quickly growing, multi-regional organization.
• Ability to understand Fortune 500 company goals, prepare presentations/proposals that are mutually beneficial to secure five, six and seven figure multiyear commitments
• Outstanding oral and written communication skills with excellent interpersonal, presentation and negotiation skills
• Ability to work in a team environment; highly collaborative
• Strong initiative and creativity
• Ability to prioritize, organize and perform multiple work assignments simultaneously and accurately in a detail-oriented environment
• Demonstrated commitment to diversity and inclusion
• Ability to effectively manage GK resources
• Proficient in Microsoft Office products suite (Excel, Outlook, PowerPoint, Word), or equivalent software program
• Technologically skilled and familiarity using Salesforce/fundraising databases, and other software applications

Personal Characteristics:

• Has a passion for the food service industry (bonus if you’ve worked in one).
• A good listener, respectful to all constituents, able to balance diverse agendas and points of view, while maintaining a sense of common purpose and organizational vision.

Benefits

• Competitive salary
• Employer paid health insurance (after 90 day waiting period)
• 401K Retirement Planning with Employer Match offered
• Paid vacation
• Sick Leave
• Personal days
• Major U.S. Holidays off
• Two floating Holidays
• Parental Leave
• Up to 10 days per month work from home when health protocols allow in-office working

The Giving Kitchen Initiative is a 501c3 nonprofit organization.
givingkitchen.org | @givingkitchen
• Transportation reimbursement for travel greater than 25 miles
• Budgeted funding for professional growth opportunities
• Be part of a fast-growing, community-minded, well-respected team.

This is a full-time 40+/- hour per week, salaried position that requires some flexibility for night and weekend work and potentially light travel. This position requires full vaccination against COVID-19, except to the extent such requirement is prohibited by applicable law.

Qualified applicants should send resumes and cover letters to amy@thegivingkitchen.org. Use this opportunity to show more of your personality, tell us how you are connected to Giving Kitchen or the food service community, or highlight additional professional and personal experiences. Due to high response rate for this position, only those possessing the desired personal characteristics and skills will be considered for in-person interviews.

Anticipated hire date is April 1, 2022.

*Writing samples or other portfolio work may be requested.

At Giving Kitchen, we believe that a diverse, equitable and inclusive workplace makes us a more relevant, more competitive, and more resilient company and strengthens organizational decision making. We encourage people from all backgrounds, ages, abilities, and experiences to apply. We do not discriminate on the basis of race, color, ancestry, religion, national origin, sexual orientation, age, citizenship, marital or family status, disability, gender, gender identity or expression, pregnancy or caregiver status, veteran status, or any other legally protected status.