

Athletes and Causes Foundation
Director of Corporate Partnerships [OR Director of Development]
Position Description

Background

Athletes and Causes is a 501(c)(3) nonprofit organization that supports athletes, coaches, and artists in understanding their individual philanthropic passions and helps them leverage their platforms and celebrity to positively impact the lives of others.

A+C employs a Donor Advised Fund model that assumes fiscal and administrative responsibilities for clients who wish to focus on their charitable interests rather than on running an independent foundation. Each client establishes their own fund with A+C, engaging with their supporters and donors while A+C provides fundraising support as needed, as well as administrative support at a fraction of the cost that would be required to manage a private family foundation. Detailed information about A+C and its clients can be found at www.athletesandcauses.org.

After several years of rapid growth, Athletes and Causes' team is expanding with the addition of a new position dedicated to supporting the organization's fundraising efforts. It is an exciting time for A+C and we are eager to add the right energetic, talented person on our team to work with us and the foundations we manage to advance their missions.

Job Description

The Director of Corporate Partnerships [Director of Development] will lead and support a variety of fundraising initiatives for the Athletes and Causes Foundation and the foundations we manage from our home base in the greater Tampa area. The chosen candidate will build on the relationships and fundraising programs we have already put in place, developing new strategies, relationships, and activities to raise much-needed funds for the A+C Foundation family of charities.

This role is a fundraising position, and the Director's priority will be to raise funds through corporate sponsorships, event sponsorships, marketing partnerships, corporate giving programs, third party community fundraising/group fundraising events, individual solicitations and major gift development, and other new and existing channels.

Responsibilities

- Develop and execute annual plans to deliver corporate partnerships and increase fundraising revenue from multiple sources that will be unique to each of the foundations we manage
- Expand fundraising efforts related to our existing events & client foundations, increasing net funds raised year over year
- Create and sustain important community relationships

- Lead sponsorship sales and community outreach for fundraising events and client foundations
- Oversee the launch, administration, and maintenance of the sponsorship CRM system (Salesforce)
- Identify and secure new third-party fundraising partnerships
- Lead the development and creation of new partnerships.
- Review and approve marketing and communications plans, partnership collateral, and ensure partner benefits are properly executed at events and on all approved channels.
- Generate partnership revenue and establish new income streams for A+C Foundation clients
- Ensure partner satisfaction through thoughtful stewardship

Ideal Qualifications

- Bachelor's degree & or multiple years of relevant experience
- Minimum of two (2) years' experience in fundraising, marketing, sales, partnerships or advertising
- Demonstrated success in hitting philanthropic and event revenue goals preferred
- Experience in creating & managing corporate partnerships preferred
- Accountability for financial goals
- Experience working in Salesforce
- Experience in communications and marketing
- Willingness to learn and be part of a team
- Self-starter with strong work ethic

The A+C Foundation creates and manages charitable foundations for professional athletes including, Super Bowl Champion & Tampa Bay Buccaneers Wide Receiver Chris Godwin, World Series Champion & Houston Astros Pitcher Lance McCullers Jr., NBA on TNT Reporter Allie LaForce & many more.

Additional Expectations

- Work may exceed 40 hours per week & some weekends may be required when working on special events or time sensitive projects
- The ideal candidate will be physically located in Houston, willing to work remotely and travel to Tampa and elsewhere as needed