



Corporate Relations Officer

Description:

Kids in Crisis seeks a Corporate Relations Officer (CRO) to generate significant corporate revenue through corporate partnerships and cause-marketing opportunities. Reporting to the Development Director, this position will strategically craft and implement a corporate partnership program, advance cause-marketing partnership opportunities, and develop key sponsorship opportunities. Responsibilities include identifying, cultivating, and developing leads and prospects, negotiating contracts and packages, closing deals, and providing account management. The CRO will manage existing, as well as grow a portfolio of corporate partners, and assist with the creation of partnership materials, solicitations and content/messages for various media forms. In addition, the Officer will provide reporting and analysis on current programs, develop a corporate prospecting plan, and provide an ongoing review of constituency building and partnership engagement. This position will also play a central role in seeking funds for events and initiating workplace volunteer engagement activities.

Requirements:

A skillful, enthusiastic professional with strong analytical abilities, strategic thinking, and exceptional verbal and written communication skills. Ability to see opportunity amongst a wide variety of information. Be collaborative, results-oriented and solution focused. Exercise good judgment, maturity and diplomacy. Understanding of and interest in current affairs, especially related to business. Existing corporate relationships a plus.

Bachelor's degree (or equivalent) in business or marketing. Minimum 5+ years in a business role related to sponsorship, fund development, and/or business development. Competent in Microsoft Office Suite, including Word, Excel, PowerPoint and Outlook. Knowledge of Salsa database helpful. Comfortable in a small team working in a dynamic and changing environment. Non-profit experience preferred.

If interested, please contact Alon Marom, 203-622-6556 or amarom@kidsin crisis.org.