



**Organization:** Dare to Care Food Bank  
**Job Title:** Director of Corporate Partnerships  
**Location:** Louisville, Kentucky  
**Classification:** Full Time

**About Dare to Care:** This year, 24 million pounds of food will be acquired by Dare to Care Food Bank from sources across the nation and within our community to provide 20 million meals to individuals in 13 counties of Kentucky and Indiana. The staff works with thousands of volunteers to sort and prepare the foods for distribution at no cost to nearly 300 partner agencies that pick-up food each week at Dare to Care's warehouse; in some cases, staff also makes deliveries to food pantries and kitchens. In 2021, the Development team will be responsible for raising \$7 million of Dare to Care's \$9.7 million annual budget, including \$2 million in gifts and sponsorships from more than 300 corporate partners. Last year was our most successful fundraising year in the history of Dare to Care, with \$10.6M given by 21,000 contributors.

**Position Description:** The Director of Corporate Partnerships will be responsible for developing and executing specific goals, strategies, and actions for the successful cultivation and solicitation of funds from the corporate community in Dare to Care's service area and across the US. The Director also supervises staff engaged in planning and execution of special events and food/fund drives.

**Primary Responsibilities:**

- Develop and foster relationships with corporate partners and potential corporate partners through a process of prospecting, cultivation, stewardship, relationship building and presenting partnership opportunities
- Create and execute mutually beneficial corporate employee engagement opportunities including volunteerism, payroll deduction plans, corporate challenges and/or match programs
- Develop and cultivate a deep understanding of corporate philanthropy and cause-marketing partnerships
- Identify, research, and communicate corporate giving trends and policy developments that may impact the food bank
- Supervise and empower the Manager of Special Events & Food/Fund Drives
- Perform other duties as assigned
- Working on occasional nights and weekends will be required
- The Director works at Dare to Care Community Kitchen in the Parkland Neighborhood at 1200 South 28<sup>th</sup> Street.

**Requirements:**

- Bachelors' degree from a four-year accredited institution
- A minimum of 5 years relevant work experience

- Sound administrative skills and computer/technology proficiency
- Excellent communication skills (verbal and written)
- Represent Dare to Care in a professional and ethical manner in accordance with the Association of Fundraising Professionals Code of Ethics with donors, prospects and in all aspects of work in the community

**Skills and Abilities:**

- Action-oriented, goal-directed individual who enjoys initiating relationships with potential donors
- Self-directed and high comfort level working outside the office
- Ability to plan, organize, prioritize and coordinate multiple projects and relationships
- Ability to thrive in a team environment
- Have high integrity and moral character, supporting the mission, philosophy, policies, and ideals of Dare to Care Food Bank
- All of the above will be confirmed with confidential professional references, including a current or former direct supervisor.

**Contact:**

Ashley|Rountree and Associates has been exclusively retained by Dare to Care for this search. **To apply for this position please submit a cover letter and resume [to hr@ashleyroutree.com](mailto:hr@ashleyroutree.com)**. NOTE: Please put "Dare to Care" in the Subject Line. For confidential questions or inquiries, contact Mark Rountree at [mroutree@ashleyroutree.com](mailto:mroutree@ashleyroutree.com) . All inquiries will be kept strictly confidential.