POSITION DATA

JOB TITLE: Manager of Corporate Giving
DEPARTMENT: Institutional Advancement
REPORTS TO: Director of Corporate Giving
CLASSIFICATION: Exempt
DATE: January 2021

POSITION OVERVIEW
The Manager of Corporate Giving will manage efforts to maintain current donors and identify new prospects for solicitation as it relates to Corporate Membership, fundraising events, key Museum initiatives, and general donations. This individual will focus on servicing, prospecting, researching, and successfully selling new memberships and renewals, supporting department efforts toward an overall revenue goal. Additionally, the individual will be responsible for the maintenance of commitment sheets, agreements, Museum ticket reservations, and Corporate Member tours, visits, and event logistics. As a member of the Institutional Advancement department, the Manager of Corporate Membership will also play a key role on general donor relations and maintenance, supporting organizational fundraising and special events. This position will report to the Director of Corporate Giving.

ESSENTIAL FUNCTIONS
• Assists with the research, cultivation, and prospecting of potential new Corporate Members, fundraising event sponsors, and general donors
• Services and maintains current Corporate Members and donors
• Manages Corporate Membership commitment sheets and online ticket reservation portal
• Executes agreements and invoices for Corporate Member and event sponsor annual dues and costs
• Manages Corporate Membership prospecting events and Premium Tour logistics
• Conducts Premium Tours and Museum space rental and event walkthroughs
• Solicits donations and sponsorships of organizational fundraising events including the annual benefit dinner, 5K Run/Walk, and annual SoulCycle events
• Management of fundraising event commitment sheets
• Management of event and organization in-kind donations
• Manages the Institutional Advancement Coordinator
• Assists with drafting of letters, briefings, general information, grant proposals, and reports as directed
• Performs other duties, as assigned
MISSION EXPECTATIONS
- Participates in the annual 5K Run/Walk fundraiser and the September 11 commemoration, as assigned
- Assists with and support all 9/11 Memorial & Museum special projects and events, as assigned

QUALIFICATIONS/SKILLS REQUIREMENT
- Bachelor’s degree required
- 3–5 years’ professional experience in an office environment, preferably a nonprofit
- Fundraising and event experience
- Strong computer skills, including proficiency in the full suite of Microsoft Office applications. Experience with Raiser’s Edge preferred.
- Must be able to work closely with other members of Institutional Advancement and Strategy and Planning for events and other fundraising initiatives
- Excellent communication skills necessary, including the ability to write and speak clearly and effectively with all stakeholders (Board of Directors, 9/11 Family Members, staff, donors, etc.)
- Ability to collaborate effectively with all departments on a variety of initiatives
- Professional, friendly, and enthusiastic personality

PHYSICAL DEMANDS/WORK ENVIRONMENT
The physical demands and work environment described in this job description are representative of those that the employee will encounter and are expected to meet to successfully perform the essential functions of the job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is required to see, be mobile, and have the ability for two-way communication with the public and staff.

The work environment is an indoor, climate-controlled office environment comprised of cubicles, walled-offices and group conference rooms. The noise level in the office environment is usually low. There are no protective devices necessary to be worn or utilized in the office work environment. Minimal travel is required.

HOW TO APPLY:
- Include job title in the email subject field.
- Please indicate the location where job posting was seen.
- Please submit a resume and cover letter to 911mmiajobs@911memorial.org
- Please visit our website at www.911memorial.org.

- This job description is a descriptive list of the responsibilities and qualifications associated with this position and are not intended to be all inclusive.
Employees are expected to also perform other business-related duties as assigned by the supervisor or other management.

- The organization reserves the right to change, modify, or reassign job responsibilities, duties and scheduled work hours as per business needs.
- This document is a communication tool and not intended as a written or implied contract of employment.
- I have read and understand this job description. I agree to accept the responsibilities and duties as outlined.