



## Director of Corporate Giving

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**Classification:** Exempt

**Job Location:** Remote in DC, NYC, or other major metro market

**Reports to:** President, The SCORE Foundation

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### **Position Description**

The SCORE Foundation, a national, 501(c)(3) public charity, seeks a Director of Corporate Giving who will be responsible for working with the President to develop and execute the Foundation's fundraising strategy to support entrepreneurs and small businesses. The ideal Director has a track record of closing deals at the level of six to seven figures from institutional investors and brings a network of personal, senior-level corporate and foundation contacts that support entrepreneurship. This candidate possesses a strong motivation to advance SCORE's mission in this sector. Ideally, the candidate has direct experience in raising money for related non-profits or has held fund-raising roles in various startup incubators, accelerators, or entrepreneurship centers.

### **About SCORE Foundation**

The SCORE Foundation, headquartered in the nation's capital, is the philanthropic arm of SCORE, the nation's leading and largest source of free mentoring and advice to small business owners and founders. The Foundation has successfully cultivated such prestigious corporate sponsors as FedEx, Altria, American Express, Equitable and others whose financial contributions help to support, drive and expand the programs available to founders at no charge.

### **Responsibilities**

- Works directly with President to set annual fundraising goals and to develop/execute strategies to meet or exceed those goals
- Leverages personal network of institutional donors to identify, qualify and close new financial gifts
- Demonstrates proficiency in working with executives at very senior decision-making levels
- Exhibits results-oriented approach and prior track record as a 'closer' of six figure contributions
- Builds relationships with institutional donors to ensure contribution renewals
- Collaborates with team in creating annual crowd fundraising campaigns targeting individual donors
- Delivers regular reports tracking lead generation and sales success
- Displays self-motivated work habits and excels in a fast-paced, virtual environment
- DC-area, NYC or major city location preferred, remote work model in place. Some travel may be required.



**Experience and Skills Required:**

- BA (required), MA (plus)
- 7+ years' experience in corporate fundraising roles
- Demonstrated excellence in verbal and written and communications skills
- Experience using lead tracking systems
- Excellent interpersonal and presentation skills
- Knowledge of Office Suite

**Salary Range**

\$80,000-100,000

**To Apply:**

Interested applicants can apply online at this link: [SCORE Foundation- Director of Corporate Giving](#)