



Camp Twin Lakes Corporate Relationship Manager Job Description

Title: Corporate Relationship Manager

Status: Professional – Full Time

Department: Development

Reports to: Development Director

Camp Twin Lakes (CTL) is a nonprofit organization that offers year-round recreational, therapeutic, and educational programs for children and young adults living with serious illnesses, disabilities and life challenges. In collaboration with more than 60 partnering organizations, Camp Twin Lakes provides transformative camping experiences at three fully accessible campsites in Rutledge, Winder, and Warm Springs, Georgia and at local children's hospitals. For more information, please visit our website at www.camptwinlakes.org

Summary:

The Corporate Relationship Manager will report directly to the Development Director. The Manager is responsible for CTL's relationships with corporate donors, including identifying, soliciting, cultivating, and stewarding current and potential donors. The Manager's primary responsibilities will include the planning, coordination and execution of Camp Twin Lakes' corporate giving strategy, including event sponsorship, grants, employee engagement activities, and workplace giving. In addition, the Manager will supervise a team of event and volunteer coordinators to ensure successful event planning and execution. The Manager will work with the Board, Development Committee, and the Development Team to meet aggressive annual development goals.

Essential Duties and Responsibilities:

Responsibilities include the following, other duties may be assigned.

- Manage corporate giving strategies including prospecting, cultivation, stewardship and retention.
- Develop donor-centered strategies and methods for maximizing giving from prospective and current donors
- Manage, cultivate, and steward portfolio of corporate gift donors, meeting annual fundraising goals
- Collaborate with marketing team to create tactics that will meet the needs of our corporate donors
- Secure event sponsors for Camp's four annual fundraising events
- Establish and implement processes to provide exceptional donor recognition and stewardship.
- Manage team of event and volunteer coordinators
- Assist Development Director in budgeting and reconciling annual development revenue and expenses
- Provide staff support for the Development Committee
- Lead tours of camp for donors and prospective funders.
- Assist with week night or weekend events or volunteer workdays as needed.

Additional Requirements:

- Minimum of 4 years related experience.
- Proven success in working with corporate donors
- Excellent written and verbal communication skills, including public speaking
- Demonstrates high integrity and personal productivity as an example to volunteers, staff, donors, etc.
- A team player that routinely shares information and works collaboratively with volunteers, staff, members, partners and the community and exhibits a high degree of professionalism at all times.
- Strong interpersonal skills.
- Experience with Blackbaud products including Raiser's Edge and Luminate preferred.