



Director Of Corporate Relations

JOB DESCRIPTION
FULL TIME, IN PERSON, DALLAS TX

Who We Are

[United to Learn](#) (U2L) is a Dallas-based education nonprofit with a stated mission of changing lives by transforming the relationship between schools and community. United to Learn is focused on accelerating student achievement across 51 Dallas ISD elementary schools, and growing purposeful leaders through partnerships with businesses, high schools, colleges, faith-based organizations, and engaged individuals and groups. Together we work to create a united, thriving community. Learn more about the organization [here](#).

The Role

United to Learn's Director of Corporate Relations plays a critical role in executing our collaborative model as the lead strategist and relationship manager overseeing a robust portfolio of corporations that make significant financial investment in U2L.

Our values underpin everything we do. The Director of Corporate Relations is expected to consistently demonstrate United to Learn's core values:

- **Optimistic:** We believe that with the right resources all children can achieve greatness
- **Nimble:** We respond flexibly and creatively through active listening
- **Culturally Competent:** We build a positive understanding of diverse perspectives
- **Collaborative:** We respectfully and empathetically work to learn from each other and build coalitions
- **Effective:** We use evidence-based practices for high-impact result

Reporting Structure

The Director of Corporate Relations reports to the Chief Advancement Officer.

Essential Competencies

Functional Excellence

- Define goals and related strategy, metrics, and budget for the Corporate Relations program. This will include strategy for securing major sponsorships and financial investments as well as individualized school partnerships.
- Develop and execute annual and multi-year fundraising strategies to expand U2L relationships and giving among existing corporate investors while actively recruiting new corporate investors.
- Establish and oversee tracking and management of SMART goals and metrics; use analysis to improve execution, manage fundraising targets, and monitor ongoing projections.
- Personally manage a portfolio of high-level corporate investors and prospects to achieve annual and long-term revenue targets. Develop and implement strategies for investor discovery, cultivation, solicitation, and stewardship.
- Work collaboratively with U2L colleagues and corporate prospects to identify, develop, and frame aspects of existing programs and plans that have the potential to attract corporate funding and achieve reciprocal goals.
- Lead all aspects of creating and submitting proposals and stewardship reports for corporate investors.
- Activate prospect pipeline of investing partners through the design and execution of cultivation events.
- Engage and recognize corporate investors through year-round stewardship calendar.
- Co-design and facilitate corporate affinity groups, including serving as a lead contributor for U2L Corporate Council.
- Act as subject matter expert within role and Advancement area, with the ability to report key findings and trends across to senior leadership.

Sector Knowledge

- Strong commitment to public education, student achievement, and the mission, vision, and values of U2L
- Advanced knowledge of Dallas ISD goals, priorities, assessments, and personnel structure and U2L schools
- Advanced knowledge and ability to teach others about Dallas public education sector and collaborative organizations

Project Management

- Ability to nimbly adjust priorities and manage multiple tasks while working collaboratively with internal and external stakeholders
- Manage program budget

Communication

- Excellent written and oral communication
- Deliver well-organized, persuasive presentations and reports to varied internal and external audiences
- Use discretion while communicating sensitive information

Relationship Management

- Demonstrate effective interpersonal skills, and build trust and belonging internally and externally
- Develop own senior level network of contacts and coach others on how to build and maintain a network of contacts internally and externally

People Development

- Oversee, coach, and manage direct reports; provide strategic guidance and performance feedback; maintain regular 1:1s; deliver timely mid-year and year-end conversations
- Take a leadership role in recruitment, retention, and management of talent within function and within organizational budget, in collaboration with function chief and HR
- Set and exemplify tone and culture of U2L, exhibiting professional, welcoming demeanor with all colleagues and volunteers

Technical Excellence

- Lead and oversee data analysis
- Challenge assumptions and ask questions to evaluate data
- Critically examine all initiatives and programs with eye toward improvement
- Identify critical messages from research and data analysis for compelling storytelling
- Advanced knowledge of Google Suite and Microsoft Office

Ideal Candidate Qualifications

- Hold a bachelor's degree with 5-10 years of experience in development, sales, corporate social responsibility, or a related field.
- Have strong background in and deep understanding of the Dallas corporate environment, preferably with experience in fundraising or corporate social responsibility, with a history of securing gifts of \$50,000 and greater.
- Maintain a donor-centric approach to fundraising, refined interpersonal and collaborative skills, effective written and oral communication, and a demonstrated understanding of the role a public education in a dynamic urban environment.
- Mandatory valid driver's license and insurance, current background check and vaccine status required in compliance with Dallas ISD schools, and ability to lift up to 20 lbs.
- Ability and willingness to lead and attend programming events as needed; including mornings, evenings, and/ or weekends.

Compensation and Benefits

As a full-time employee, the Director of Corporate Relations will receive:

- Competitive Salary plus insurance benefits including dental and vision plans
- Participation in employer contributed retirement plan through a Vanguard IRA Fund
- Generous holiday schedule including 6 Federal holidays plus an additional 20 holidays in accordance with Dallas ISD's administrative calendar during the academic school year, which reflects extended Thanksgiving, Winter Holiday and Spring Break paid time off
- Plus, 10 days of paid time off as requested throughout the year

To apply, please email a cover letter and resume to careers@unitedtolearn.org.