

sage | Advocacy &
Services for
LGBTQ+ Elders

We refuse to be invisible®

SAGE

Senior Manager of Corporate
Partnerships

New York, NY

drg talent
consulting
experts

sage

Background

SAGE is the world's largest and oldest organization dedicated to improving the lives of lesbian, gay, bisexual, and transgender (LGBTQ+) older adults. Founded in 1978 and headquartered in New York City, SAGE offers supportive services and consumer resources for LGBTQ+ older adults and their caregivers, advocates for public policy changes that address the needs of LGBTQ+ older people and provides cultural competency training for aging providers and LGBTQ+ organizations, largely through its National Resource Center on LGBTQ+ Aging and its growing social enterprise SAGECare.

Position

The Senior Manager of Corporate Partnerships is a key member of the development department, reporting to the Director of Institutional Partnerships and working closely with grant, event, and volunteer management staff, as well as other staff across the organization. This position will be responsible for establishing and growing SAGE's portfolio of corporate partners and mutually beneficial partnerships. This frontline fundraiser will guide corporate partners through each step of the partnership cycle, from prospecting to reporting. Primary responsibilities will include leading a portfolio of corporate partners in their charitable engagements with SAGE including carrying out engagement opportunities, overseeing partnership activations, creating partnership collateral, responding to partnership inquiries, and managing the corporate partnership portfolio in Salesforce. The ideal candidate is relationship-oriented, organized, and conscientious. They must possess a passion for improving the lives of LGBTQ+ older people and an interest in sharing that passion with others.

Responsibilities

- In partnership with the Director of Institutional Partnerships, develop and launch a multi-year strategy to ambitiously increase the size and number of corporate partnerships that generate new funds for SAGE's work.
- Maintain, leverage, and strengthen current corporate partnerships, identifying opportunities for continued expansion in key areas including branded fact sheets and campaigns, volunteer programs, and cause marketing strategies.
- Serve as the lead strategist to implement a corporate partner cultivation plan aimed at cultivating deeper ties with partners and keeping prospects engaged.
- Serve as the main liaison and ongoing steward to a portfolio of corporate partners, guiding them through each step of the partnership cycle, including prospecting, pitching, contracting, launching, and reporting.
- Create and execute engagement opportunities for corporate partners, including partner briefings and other virtual and in-person cultivation and fundraising events.

- Oversee the annual Corporate Pride Campaign and foster continued engagement with these donors, ensuring that SAGE is maximizing these relationships and opportunities to their fullest potential.
- Track all corporate partnership deadlines, prepare project management timelines, and coordinate with responsible internal and external stakeholders.
- Create and maintain an inventory of SAGE partnership collateral, including partnership decks and presentations.
- Plan and manage responses to corporate partnership-related inquiries.
- Coordinate and attend virtual and in-person volunteer opportunities for corporate partners and ERGs.
- Develop in-depth prospect research profiles for potential corporate partners.
- Ensure potential and current corporate partners align with SAGE's mission and values and meet legal requirements.
- Maintain accurate corporate development records, including deadlines, contact information, communications, and other data relevant to corporate partnership management in Salesforce and shared computer files.
- Maintain and update passwords, subscriptions, and enrollment in corporate partnership external systems.
- Participate as an important member of the SAGE fundraising team and assist as needed at special events, with occasional travel required.

Qualifications

- At least three years of experience in fundraising or strategic partnerships, preferably at an LGBTQ+, aging, or human services organization.
- Successful track record of fundraising and stewarding relationships with corporate partners.
- Excellent time management skills and the ability to handle competing priorities, focus on task completion, and meet deadlines.
- Superior relationship building skills and fluency in corporate communications.
- Must have a strong sales instinct, excellent persuasion skills and an ability to influence.
- Excellent critical thinking skills, sound judgement, and self awareness; the ability to think quickly on your feet.
- Strong writing skills and experience generating development collateral, including written and electronic solicitations, sponsorship decks, presentations, and proposals.
- Ability to work both independently and as a member of a team.
- Familiarity with and a passion for addressing issues related to LGBTQ+ aging.

- Fluency in MS Office Suite (Excel, Word and PowerPoint), virtual meeting platforms (Zoom, Teams, and other third-party applications), and experience working with Salesforce or a similar CRM.

Compensation Package

This is an outstanding opportunity for a highly motivated senior leader to join a growing organization. SAGE is prepared to offer a salary range of 85K-100K. In addition, SAGE offers a generous benefits package including:

- Medical
- Dental
- 401k and Company match
- Vision
- PTO including Vacation, Sick, and Personal Days
- Life Insurance
- FSA/HRA/Dependent Care

This position description is based upon material provided by SAGE, an equal opportunity employer.

SAGE is an Equal Opportunity Employer that does not discriminate on the basis of actual or perceived race, ethnicity, creed, color, religion, sex or gender, sexual orientation, gender identity, gender expression, alienage or national origin, ancestry, age, citizenship status, marital or family status, family medical history or genetic information, veteran status, HIV serostatus, military or military discharge status, height, weight, disability or handicap, domestic violence victim status, employment status, socioeconomic status, criminal history or arrest record, sexual or other reproductive health decisions, natural hair or hairstyle, or any other status or characteristic protected by applicable federal, state, or local laws. SAGE is dedicated to this policy, with respect to all matters concerning employment.

To apply for this position, please click [HERE](#).

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