

Job Description



Job Title:	Corporate Relations Manager
Department:	Resource Development
Reports to:	Director of Philanthropy
Location:	Mobile, Alabama (non-remote)
Position Type:	Full Time
Salary Range:	\$45,000-\$50,000
Benefits:	Health Insurance, Paid Time Off, 403(b) Matching Retirement Plan, etc.
FLSA Status:	Exempt

About Us:

United Way of Southwest Alabama is a non-profit dedicated to improving the quality of life in the community we serve. We raise funding, operate internal programs and work with 49 non-profit partners to support health and human service needs of over 300,000 people in a 4-county footprint: Choctaw, Clarke, Mobile, and Washington Counties. Our team is passionate about making a tangible impact, and we're seeking a Manager Corporate Relations to serve as a community liaison, aligning United Way's mission and the interests of the business community to drive philanthropic investment and fundraising strategies.

Position Overview:

The **Manager of Corporate Relations** is responsible for building and managing strategic partnerships with corporate donors, sponsors, and stakeholders to support the mission and goals of United Way of Southwest Alabama (United Way). This role plays a key part in driving revenue growth, enhancing brand visibility, and cultivating long-term relationships that align corporate interests with our community impact work.

Key Responsibilities

1. Corporate Fundraising & Sponsorships

- Develop and execute a comprehensive strategy to engage corporate partners through philanthropic giving, sponsorships, employee giving, and in-kind support.
- Identify, solicit, and steward corporate donors and prospects to achieve revenue targets.
- Craft compelling sponsorship packages and customized partnership proposals.

2. Relationship Management

- Serve as the primary point of contact for corporate partners and prospects.
- Maintain and strengthen relationships with current supporters and sponsors, ensuring timely communication, recognition, and fulfillment of benefits.
- Facilitate ongoing stewardship and engagement activities, such as impact reports, events, and volunteer opportunities.

3. Strategic Collaboration

- Collaborate with marketing, and community impact teams to align corporate partnerships with organizational priorities and strategic goals
- Coordinate with employee volunteer teams to provide opportunities for corporate engagement.
- Represent the organization at networking events, conferences, and corporate meetings.

4. Reporting & Administration

- Track and report on partnership metrics, fundraising goals, and engagement activities.
- Maintain accurate records in the donor CRM/database
- Prepare reports and presentations for leadership and board meetings.

Qualifications

- Bachelor's degree in Business, Communications, Nonprofit Management, or related field (or equivalent experience).
- Experience in corporate fundraising, business development, sales or account management—preferably in the nonprofit sector.
- Proven track record of securing and managing corporate partnerships and/or sponsorships.
- Excellent written and verbal communication skills, including proposal and presentation writing.
- Strong relationship-building and negotiation abilities.

- Comfortable working independently and collaboratively in a fast-paced environment.
 - Ability to organize a variety of tasks, meet deadlines and attend to details
 - Proficiency in CRM systems and Microsoft Office Suite.
 - Reliable automobile, valid driver's license, and qualifying automobile insurance.
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Preferred Qualifications

- Experience with cause marketing and corporate social responsibility (CSR) initiatives
 - Understanding of trends in corporate philanthropy and nonprofit fundraising.
 - Passion for community
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Physical Requirements:

- Ability to sit at a desk and use a computer for extended periods of time.
 - Ability to lift and carry up to 25 pounds occasionally (for event setup or office supplies).
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Why Join Us?

- Be a part of a passionate team dedicated to improving the quality of life.
- Opportunity for professional growth and development.
- Connectivity with the economic drivers in our community.
- Collaborative and supportive work environment.
- Generous paid time off and moderate schedule flexibility, as needed

How to Apply:

Please submit your resume and a cover letter outlining your qualifications and interest in the position to Justine Bixler at JBixler@uwswa.org by Friday, February 6th, 2026.