

## Director of Corporate Engagement

|  |                             |                               |  |
|--|-----------------------------|-------------------------------|--|
| <b>Reports To:</b>                                 | Sr. Director of Development | <b>Manages:</b>               | N/A  |
| <b>Remote / In-Person:</b>                         | Hybrid                      | <b>Location:</b>              | 2118 E. Madison St,<br>Baltimore, MD 21205 |
| <b>Exempt / Non-Exempt / Contract / Temporary:</b> | Exempt                      | <b>Full Time / Part Time:</b> | Full Time                                  |

**About Us:** Ulman Foundation is a non-profit organization that changes lives by creating a community of support for young adults, and their loved ones, impacted by cancer. We offer support to adolescent and young adult patients, survivors and their loved ones through our patient navigation programs, our traditional and non-traditional support groups, and through Ulman House (“the House”), our no-cost home away from home for those traveling to Baltimore for treatment.

At Ulman, we believe the community of support that we create for our patients begins with creating a community of support amongst our team. We strive to maintain an environment where we can all bring our best, most authentic, and whole selves to work, where we feel seen, heard, respected and valued, and where we have the tools, resources and support we need to be successful in our work and in our lives.

Cancer affects us all. The Ulman Foundation supports and recognizes each individual as a whole. No matter where you’re from, what you believe, who you love, or how you identify, you are welcomed, respected and supported within the Ulman Community.

**About the Director, Corporate Engagement Role:** As the Ulman Foundation Director of Corporate Engagement you will be responsible for creating and executing strategies that engage corporate partners, both large and small, in our community and in supporting our mission. You will personally identify and manage a portfolio of prospects, relationships, and partnerships focused on involving business leaders and employees in volunteering, fundraising, event attendance and sponsorship, and philanthropy. You will serve as a member of the organization’s leadership team, and as a key partner to the rest of our Development, Events & Experiences, and Service & Care Delivery teams.

Specific responsibilities of this position include:

### Corporate Partner Prospecting

- Develop and execute a strategy to identify and build new business relationships that can support Ulman’s philanthropic and mission delivery goals
- Partner with other Ulman Foundation leaders and teams, board members, and community members to cultivate and grow relationships with prospective business partners
- Collaborate with the Director of Marketing & Communications and the Sr. Director of Events & Experiences on preparation of corporate marketing materials and sponsorship/partnership proposals

### Corporate Partner Stewardship

**Ulman House**  
2118 East Madison St.  
Baltimore, MD 21205

[ulmanfoundation.org](http://ulmanfoundation.org)  
[info@ulmanfoundation.org](mailto:info@ulmanfoundation.org)  
410.964.0202

- Manage a portfolio of corporate partnerships and relationships, working with Development, Marketing, Events & Experiences and Service & Care Delivery staff to ensuring ongoing engagement, sponsorship/partnership benefit delivery, and follow-up/recognition

#### Leadership & Administration

- Participate actively in leadership team meetings and board meetings, and represent Ulman Foundation leadership in all staff settings, including meetings, social events, and activities
- Represent the organization positively in public at all times by acting as a professional representative and ambassador of our work
- Support the mission and goals of the organization by supporting and participating in both revenue generation and mission delivery efforts and programs
- Track cultivation, solicitation, and stewardship efforts in the organization's CRM system

Other duties as assigned.

**About You:** If you are an experienced business development professional looking to apply your skills in a purpose-driven and mission-centric organization, this could be a great role for you. To be successful in this role you must be passionate about relationship building, meeting new people, and bringing people together around the mission of our organization. To be considered for this position you must have a high school diploma and experience in B2B sales, business development, corporate partnerships and/or nonprofit development.

**To Apply:** If you are interested, please submit a cover letter and resume to [careers@ulmanfoundation.org](mailto:careers@ulmanfoundation.org) with "Director of Corporate Engagement" as the subject line.