



Development Manager, Corporate Partnerships

Houston, Texas | Full-Time | Field-Based Remote

Salary: \$65,000–\$85,000, commensurate with experience

About CEF

CEF is a nonprofit organization focused on Creating Exciting Futures in STEM by engaging students in grades K–8 through hands-on STEM experiences, educator resources, career exploration, and programs such as the CEF You Be The Solution Challenge™.

CEF works with companies to make strategic investments in the future workforce while engaging employees, strengthening communities, and building awareness of STEM careers among the next generation.

The Opportunity

CEF is seeking a Development Manager to help grow our corporate network and revenue throughout the Greater Houston and Gulf Coast regions.

This is a revenue-generating, relationship-driven position with an individual fundraising goal and responsibility for building a strong corporate prospect pipeline. The role will focus heavily on developing new relationships across the regions' aerospace, maritime, medical, oil & gas, technology, and related industries.

The ideal candidate is someone who enjoys opening doors, building relationships, identifying opportunities, and making the ask. You will work closely with the Chief Development Officer to develop new corporate partnerships, expand existing relationships, and help companies connect their workforce priorities with CEF's mission.

What You'll Do

- Build and manage a portfolio of Houston-area corporate prospects and partners.
- Identify and cultivate new corporate relationships through research, networking, referrals, industry events, and community engagement.
- Own the full fundraising cycle—from prospecting and relationship development through proposals, solicitation, negotiation, and stewardship.
- Develop customized corporate partnership opportunities aligned with business priorities such as workforce development, employee engagement, community impact, and corporate responsibility.
- Secure new corporate investments, sponsorships, renewals, upgrades, and multi-year partnerships.
- Build and maintain a qualified prospect pipeline with clear next steps, projected values, and anticipated timing.
- Develop trusted relationships with corporate executives, workforce and HR leaders, community investment professionals, and other decision-makers.
- Represent CEF at development networking opportunities throughout the region.
- Maintain accurate prospect and donor information and provide regular pipeline and revenue updates.
- Collaborate with the Chief Development Officer and CEF team on larger and more complex partnership opportunities.



What We're Looking For

We are more interested in the right relationship-builder and revenue generator.

You should be someone who:

- Is comfortable opening doors and initiating conversations with people you don't know.
- Builds trust and long-term professional relationships.
- Can listen to a company's challenges and identify opportunities for partnership.
- Is confident making a financial ask.
- Knows how to build and manage a prospect pipeline.
- Is organized, self-directed, persistent, and accountable for results.
- Communicates exceptionally well with corporate leaders and community partners.
- Can work independently while collaborating effectively within a small team.
- Is passionate about expanding access to meaningful STEM opportunities for students.

Preferred: 2–5+ years of experience in nonprofit development, corporate partnerships, corporate citizenship, or a related field with measurable revenue goals.

What Success Looks Like

This position is not simply about managing existing relationships. You will be expected to create new revenue opportunities and build the pipeline necessary for CEF's continued growth.

Must have a proven track record of developing a multi-million-dollar portfolio to reach this position's annual corporate fundraising goal of \$300,000 or greater, with success measured through both revenue results and development of a strong, qualified corporate pipeline.

Why Join CEF?

- Competitive salary of \$65,000–\$85,000, based on experience and qualifications, health insurance, 401(k) matching. Please note: Relocation costs are not covered for this position.
- Hybrid work flexibility
- Paid time off and holidays
- Professional development opportunities
- Opportunities to build relationships across Houston's business and STEM communities
- Meaningful opportunity for advancement as CEF grows
- The opportunity to help shape how companies invest in the future STEM workforce

CEF is committed to building a diverse, inclusive, and talented team. We encourage individuals with a wide range of professional backgrounds and experiences to apply.

If you are a relationship builder who wants to move beyond transactional fundraising and help companies invest strategically in the future STEM workforce, we would love to hear from you.

To Apply: Please send a Cover Letter & Resume to Comments@CEFinSTEM.org.