

LinkedIn Post

Kids' Meals is seeking a dynamic **Director of Corporate Partnerships** to lead our corporate giving strategy and grow mission-aligned partnerships that help end childhood hunger in Houston. This is a high-impact, relationship-driven role for a fundraising leader who thrives on building strategic collaborations, securing transformational gifts, and elevating community engagement. If you're inspired by partnership work that directly improves children's lives—and you want to shape a growing organization's corporate philanthropy strategy—we'd love to meet you.

Director of Corporate Partnerships

Kids' Meals, Inc. | Houston, TX

Full-Time | Exempt | Reports to: Chief Advancement Officer

Salary: \$95,000. - \$115,000. commensurate with experience

About Kids' Meals

At Kids' Meals, you'll join a passionate team that believes every child deserves consistent access to healthy food—and hope. Our culture is rooted in compassion, collaboration, and innovation. You'll have the opportunity to lead meaningful work, build powerful community partnerships, and see the direct impact of your efforts every day. As we grow, we invest in our people, celebrate diverse perspectives, and empower team members to lead with purpose. Here, your work fuels real change for families across Houston.

Position Summary

The Director of Corporate Partnerships is a strategic, relationship-driven fundraising leader responsible for expanding the corporate donor base, strengthening community partnerships, and generating sustainable revenue to support the mission of Kids' Meals.

This role designs and executes a comprehensive corporate giving and engagement strategy that aligns Kids' Meals' priorities with the philanthropic goals of companies. The Director cultivates mutually beneficial partnerships that grow corporate giving, employee engagement, and brand visibility. The position also provides strategic oversight for major fundraising events and ensures alignment with organizational goals and values.

The Director works closely with the Chief Advancement Officer, CEO, Development & Communications, Volunteer Engagement, and Special Events teams to steward an integrated, high-impact corporate engagement program.

Key Responsibilities

Corporate Partnerships & Fundraising

- Develop and execute a strategic corporate engagement plan that builds long-term, mission-aligned partnerships.
- Manage and grow a portfolio of local, regional, and national corporate partners, including sponsorships, grants, employee giving, and cause-marketing initiatives.
- Utilize CRM systems (e.g., Salesforce, Raiser's Edge, Bloomerang) to track donor engagement, analyze trends, and support data-driven fundraising strategies.
- Partner with the CEO and CAO on major corporate gift solicitations and multi-year funding opportunities.
- Represent Kids' Meals at corporate volunteer days, networking events, and community gatherings to strengthen brand awareness and donor cultivation.

Special Events & Corporate Activation

- Lead revenue strategy for signature fundraising events including the Harvest Luncheon, Hunger Free Golf Tournament, Feed Our Future Golf Tournament, and select third-party initiatives.
- Partner with the Special Events Manager to ensure exceptional execution of event logistics and donor experiences.
- Develop sponsorship packages, recognition plans, and stewardship strategies that increase renewals and multi-year commitments.
- Conduct post-event reporting, ROI analysis, and timely stewardship with sponsors and participants.

Strategic Leadership & Cross-Functional Collaboration

- Collaborate with Development, Marketing, and Communications teams to align messaging, impact storytelling, and donor communications.
 - Work with Finance to forecast, track, and reconcile corporate revenue goals.
 - Guide corporate partners through the full donor lifecycle—from prospecting to activation to renewal.
 - Stay current on CSR, ESG, and cause-marketing trends to inform strategy and drive innovation.
 - Provide leadership, guidance, and mentorship to the Special Events Manager and other team members engaged in corporate fundraising.
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Core Competencies

- **Relationship Builder:** Forms strong, authentic connections with business leaders and community partners.
- **Strategic Innovator:** Anticipates trends and identifies creative partnership opportunities.
- **Dynamic Communicator:** Uses storytelling and data to inspire, engage, and motivate stakeholders.
- **Organized & Analytical:** Balances multiple priorities while maintaining precision, follow-through, and measurable outcomes.
- **Collaborative Leader:** Fosters teamwork, accountability, inclusion, and shared success across departments.

Required Qualifications

- Bachelor's degree required; CFRE or advanced degree preferred.
- Minimum 7+ years in fundraising, corporate partnerships, or business development.
- Proven success securing five- and six-figure sponsorships and partnerships.
- Strong relationship management, negotiation, and presentation skills.
- Deep knowledge of CSR, ESG, and cause-marketing best practices.
- Proficiency in donor CRM platforms (Salesforce, Raiser's Edge, Bloomerang, etc.) including segmentation, analytics, and trend reporting.
- Exceptional writing, proposal development, and public-speaking abilities.
- Ability to work occasional evenings, weekends, and corporate events.
- Genuine passion for the mission of Kids' Meals and commitment to ethical, donor-centered fundraising.

Kids' Meals Core Values

Our Core Values guide how we make decisions, communicate, lead, and collaborate. They are embedded in every role at Kids' Meals.

- **We strive to succeed:** We aim high, embrace challenges, and pursue excellence.
- **We include everyone:** Diversity and inclusion strengthen our mission and impact.
- **We do the right thing:** Integrity and accountability guide our actions—always.
- **We deliver hope and find the joy:** Purpose, compassion, and joy fuel our work.
- **We watch out for each other:** Safety and well-being come first for all.

Supervisory Responsibilities

- Special Events Manager

Kids' Meals is proud to be an Equal Opportunity and Affirmative Action employer and considers qualified applicants without regard to race, color, creed, religion, ancestry, national origin, sex, sexual orientation, gender identity, age, disability, veteran status, or any other protected factor under federal, state, or local law.

We offer competitive compensation and benefits package, which includes employer paid medical, dental, vision, & long-term disability benefits and more.

Complete application at <https://kidsmealsinc.org/careers/>

Screeners Questions:

1. Experience Level

Do you have at least 7 years of experience in fundraising, corporate partnerships, or business development?

- Yes
- No

2. Corporate Sponsorship Revenue

Have you personally secured corporate partnerships or sponsorships of \$50,000 or more?

- Yes, multiple times
- Yes, at least once
- Not yet

3. Portfolio Management

Have you managed a portfolio of corporate donors or prospects?

- Yes
- No

4. CRM Proficiency

Which donor CRM systems have you used professionally?

- Salesforce
- Raiser's Edge
- Bloomerang
- Other nonprofit CRM
- None
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5. Event Sponsorships

Do you have experience developing or managing revenue strategies for major fundraising events (luncheons, golf tournaments, etc.)?

- Yes
- No

6. Proposal & Presentation Skills

Are you comfortable preparing sponsorship proposals and presenting to corporate decision-makers?

- Yes
- No

7. Availability

Are you able to work occasional evenings, weekends, and corporate engagement events as needed?

- Yes
- No

8. Mission Fit

Do you have experience working in or with mission-driven organizations, CSR initiatives, or cause-marketing partnerships?

- Yes
- No