

CORPORATE PARTNERSHIPS OFFICER

[PROMISES2KIDS](#)

San Diego, California



Aspen Leadership Group is proud to partner with Promises2Kids in the search for a Corporate Partnerships Officer.

The Corporate Partnerships Officer will identify, cultivate, solicit, and steward gifts from corporations, maximizing gift revenue from current donors while engaging new prospective constituents. The Corporate Partnerships Officer will interact regularly with staff responsible for fundraising, programs, and volunteers in order to expand corporate support.

Promises2Kids is a leading nonprofit organization founded over 40 years ago as the Child Abuse Prevention Foundation of San Diego County. Since 1981, Promises2Kids has responded to the needs of foster children and provided support to children removed from their home due to abuse and neglect. Annually, Promises2Kids provides over 3,000 current and former foster youth in San Diego County with the tools, opportunities, and guidance they need to address the circumstances that brought them into foster care, overcome the difficulties of their past, and grow into healthy, happy, and successful adults.

Promises2Kids is dedicated to creating a brighter future for foster children. Through unique programs and services, Promises2Kids responds to the diverse needs of foster children of all ages, promoting lifelong skills they will carry into adulthood. Since its founding, Promises2Kids has distributed nearly \$25 million for the care and protection of abused and neglected children and provided services for more than 200,000 children in need.

Promises2Kids programs include:

- **Camp Connect:** Reuniting sisters and brothers who are separated in the foster care system through a four-day, residential summer camp and 10 additional day events throughout the year.
- **Guardian Scholars:** Supporting current and former foster youth with mentoring, case management, and a financial scholarship to pursue their educational dreams, determine a career path, and advance to complete their vocational training, community college, or university education.
- **Foster Funds:** Foster children often feel alone and isolated and may go without simple pleasures of childhood such as birthday gifts, a sports uniform, a musical instrument, or extracurricular activities. Promises2Kids has special funds set up to support these needs not met through typical funding.
- **A.B. and Jessie Polinsky Children's Center:** A County operated emergency shelter for children who are removed from their homes due to abuse and neglect; Promises2Kids provides support services to the more than 1,000 children cared for by the Center each year.

REPORTING RELATIONSHIPS

The Corporate Partnerships Officer will report to the Director of Philanthropy, Amanda Baumann.

FROM THE CHIEF DEVELOPMENT OFFICER

Thank you for your interest in Promises2Kids. While I am new to the organization as Chief Development Officer, I have been an advocate for underserved youth throughout my career in the nonprofit sector and am excited to share my passion with our growing team at Promises2Kids. We are an established and growing agency with a supportive Board and skilled team, ready to expand our impact to the next level. I am excited to find someone for the Corporate Partnerships Officer position who shares our passion for helping foster children achieve their dreams.

Promises2Kids is a nonprofit that has been predominantly funded by individual philanthropic support, allowing it to be innovative and flexible in meeting foster children's evolving needs. We now have the opportunity to expand our development team to focus on growing our corporate partnerships program. I look forward to working together to create a strategic initiative focused on growing our corporate partnerships and engaging corporate volunteers to support our mission. Through our corporate community's support, we can do so much more for foster youth.

We have a culture of engagement which means we support our mission, each other, and respect and seek out diversity to ensure we are reflecting the youth we serve but also harnessing varied points of view for solutions. If you are seeking a place that is mission centric, makes an impact that you can see quickly, and wish to make a difference in the lives of foster youth, we'd love to hear from you!

—Elizabeth Pennington, Chief Development Officer

PROMISE2KIDS' COMMITMENT TO DIVERSITY, EQUITY, AND INCLUSION

Promises2Kids is committed to providing a culture of inclusivity. It has a diverse staff and provides formal and informal opportunities to learn from each other. It invests in DEI across the agency, including its leadership, staff, volunteers, and children and youth it serves. It has an open and affirming environment for everyone and embraces and reflects the children, youth, and communities it serves.

PRIMARY RESPONSIBILITIES

The Corporate Partnerships Officer will

- develop, plan, and manage an annual corporate development plan that includes stewardship events and opportunities;
- effectively steward corporations to secure funding that meets annual revenue goals including unrestricted gifts, restricted gifts, employee giving campaigns, and event sponsorships;
- develop, manage, and ensure that assigned development strategies, activities, and outcomes meet established foundation goals and budget;
- achieve annual goals by identifying, qualifying, cultivating, soliciting, and stewarding individuals for corporate gifts and partnerships with a focus on gifts of \$10,000 and above;
- identify potential new sources of support from community organizations and corporations;
- develop strategies to cultivate and solicit new prospects;

- engage new and existing corporations in Promises2Kids' work, resulting in volunteer efforts, event sponsorship, and program and general support;
- develop and manage a revenue plan for sponsorships and ticket sales for each program or fundraising event to ensure all event goals are met;
- lead corporate engagement efforts and secure event sponsorships to meet budget and goals;
- work closely with the marketing and program staff to ensure that sponsorship benefits are provided to donors;
- track prospect/donor moves in the donor database;
- coordinate with the volunteer department to recruit and support corporate volunteer teams; and
- represent Promises2Kids at events and community activities.

LEADERSHIP

Amanda Baumann

Director of Philanthropy

Amanda Baumann is an experienced development professional with a demonstrated history of working in organizations with missions serving children and youth, families. Her experience in fundraising across disciplines has moved these organizations forward by raising the funds needed to ensure they receive the critical services they needed. She enjoys building and supporting a team and focuses on coaching her team to help them grow and succeed. Baumann has a master's degree in Non-Profit Leadership and Management, from University of San Diego and a Bachelor of Arts degree in Sociology from University of San Diego and holds UCSD Extension's Professional Certificate in Fundraising & Development.

Elizabeth Pennington

Chief Development Officer

Elizabeth Pennington leads a team of nine professionals in the philanthropy department, overseeing major gifts, planned giving, annual giving, corporate partnerships, and volunteer programs. An executive with a 25-year background in nonprofit management and capital campaign initiatives, Pennington has worked for major universities, research hospitals, arts organizations, and social service organizations throughout her career, raising billions of dollars in philanthropic support. Pennington graduated from the University of California, San Diego and received her teaching credential from California State University, San Marcos. She is passionate about children's causes and enjoyed working with children as an elementary school teacher in her early career.

Tonya Torosian, MSW, CFRE

Chief Executive Officer

Tonya Torosian is the Chief Executive Officer of Promises2Kids, a 42-year-old nonprofit founded as the Child Abuse Prevention Foundation. Best known for building the Polinsky Children's Center, Promises2Kids is dedicated to creating a brighter future for foster children. Torosian's work in child welfare and nonprofit management spans 30 years and three states. She developed programs and policies for child and youth-based organizations in Illinois, Arizona, and California. A tireless advocate for children and youth throughout her entire career, Torosian began her career first as a social worker, then as an executive charged with developing strategic alliances and implementing processes, systems, and policies. Tonya is a certified fundraising executive and received her Master of Social Work degree from Arizona State University with an emphasis in Planning, Administration, and Community Practice. She serves on the boards of several nonprofit organizations, including LEAD San Diego and the San Diego Women's Foundation, and previously served as the President of the San Diego chapter of the Association of Fundraising Professionals.

PREFERRED COMPETENCIES AND QUALIFICATIONS

Promises2Kids seeks a Corporate Partnerships Officer with

- a commitment to the mission of Promise2Kids—to create a brighter future for foster children in San Diego County;
- an understanding of relationship management and nonprofit practices;
- excellent writing and editing skills including an ability to draft letters to donors, outreach materials, e-mail campaigns, social media posts, etc.;
- strong organizational, administrative, and communications skills;
- proficiency in computer skills, including prospect research tools and the entire MS Office Suite;
- experience with fundraising software programs such as Salesforce (preferred);
- excellent interpersonal skills and an ability to work with all types of constituents including donors, volunteers, board members, community and business leaders, and government officials;
- an ability to work independently, demonstrate initiative, and complete assignments on time;
- attention to detail with a focus on the big picture;
- an ability to succeed under pressure, set priorities, and meet deadlines;
- an ability to handle sensitive information with confidentiality, diplomacy, and tact;
- flexibility and an ability to respond to multiple priorities;
- a willingness to take responsibility and work as part of a close-knit team; and
- an ability to work with a variety of individuals and represent Promises2Kids in a positive and professional manner to staff, visitors, donors, and the community.

Promises2Kids will consider candidates with a broad range of backgrounds. A bachelor's degree or an equivalent combination of education and experience and at least two years of fundraising experience is preferred.

SALARY AND BENEFITS

The salary range for this position is \$68,000 to \$90,000 annually. Promises2Kids offers a comprehensive benefits package including 401(k), dental insurance, flexible spending account, health insurance, life insurance, paid time off, and vision insurance.

LOCATION

The position is in San Diego, California. Promises2Kids offers a flexible work schedule with two anchor days in office (every Wednesday and every other Friday). It also offers the option of a 9/80 schedule in which employees work 80 hours over a period of 9 days (8am-6pm) and have every other Friday off.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of Promises2Kids as well as the responsibilities and qualifications presented in the prospectus.*** Review of applications will begin immediately and continue until the successful candidate has been selected. All inquiries will be held in confidence.

To apply for this position, visit: [Corporate Partnerships Officer, Promises2Kids](#).

To nominate a candidate, please contact Gregory Leet, gregoryleet@aspenleadershipgroup.com.