United Way of the Midlands is a great place to work. You see it in our people and the relationships they have with each other, our volunteers, donors and our community. United Way of the Midlands has served the Omaha-Council Bluff community for over 95 years. Working on behalf of thousands of donors, UWM's focus is to serve those living in poverty – helping our most vulnerable neighbors stand strong and work toward independence.

Reporting to the Senior Director, Donor Engagement, the Director, Corporate Relations is responsible for working with United Way of the Midlands’ Donor Engagement team, corporate Campaign Managers, workplace employee giving facilitators, and leadership-level volunteers (Campaign Cabinet members). The Director's primary objective is to maintain existing corporate relationships and grow workplace-giving efforts through the development of strong relationships with existing donors and prospects. The Director must proactively act to understand the needs of the community and manage associated administrative and database entry requirements.

- Maintains professional conduct, confidentiality and ethical standards at all times.
- Manages and set expectations for fundraising through development of goals and strategies on an account-by-account basis.
- Develops annual plan and manages accounts as assigned for the annual fundraising campaign. This includes setting goals and objectives to increase revenue each year.
- Provides periodic reports to management regarding status of assigned accounts, including accurate projections.
- Meets annual revenue goals as well as goals for personal contact with donors and prospects.
- Works closely with Donor Engagement staff and Campaign Cabinet volunteers to qualify high potential donors for further cultivation.
- Assists with maintenance and growth of the organization's e-pledging systems.
- Executes a plan for new account development throughout the organization and with selected volunteers in the community.
- Executes a strategic Customer Relationship Management program and captures all conversations and observations into an electronic CRM system (ANDAR).
- Works collaboratively on projects with all departments within the organization.
- Manages an Affinity Group as assigned.
- Delivers campaign materials to workplaces across the Greater Omaha metropolitan area.
- Driving is an essential function of this position.
- Performs other related duties as assigned.

Required Skills and Abilities:
- Knowledge of CRM Contact Management systems (Andar or similar database software); MS PowerPoint, Internet browser software; MS Excel Spreadsheet software and MS Word Processing software.
Supervisory Responsibilities:
- May manage temporary employees and Community Ambassadors during the annual community-wide campaign. This includes organizing, planning, managing, motivating and evaluating.

Education and Experience:
- Bachelor's degree required, Master's degree preferred from four-year College or university in Business or Public Administration.
- Three to five years related experience and/or training in sales management, account management, community development, capital campaign fundraising, and/or annual fundraising campaigns.

Physical Requirements:
- Prolonged periods of sitting at a desk and working on a computer.
- Regularly reach with hands and arms and talk or hear.
- Occasionally required to walk; climb or balance and stoop, kneel, crouch, or crawl.
- Must occasionally lift and/or move up to 10 pounds.
- Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.
- The noise level in the work environment is usually moderate.

Benefits:
- Shared health, dental and vision insurance
- Generous 401(k) Retirement plan
- Paid vacation and sick time
- Employer paid life and disability insurance
- Professional development assistance
- Tuition reimbursement
- Onsite cafeteria and gym
- Wellness Program

How to Apply:
Please submit your cover letter and resume to resume@UWMidlands.org

United Way of the Midlands is an equal opportunity employer, and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status or any other characteristic protected by law.