



Founded in 2005, New Heights Youth, Inc. is a New York City-based non-profit organization located at the **Major R. Owens Health & Wellness Community Center** in **Crown Heights, Brooklyn** that uses sports to help young people rise to their potential physically, emotionally, socially and academically. Our mission is *“to educate and empower promising underserved youth to be leaders, champions and student-athletes by developing the skills necessary for success in high school, college and life.”*

Through a variety of after-school, weekend and summer programs, New Heights engages over 1,500 youth and young adults annually, the majority of whom represent racially and/or economically marginalized communities. We are currently expanding our signature College Bound program and introducing new community-based services that will deepen our impact in Brooklyn and throughout New York City. Our current programs include:

- Travel basketball teams
- Academic support, tutoring, counseling and workshops focused on social-emotional learning and life skills
- High school preparation, guidance and placement services
- College preparation, guidance and placement services
- New Heights Summer Academy (an academic-athletic summer program)Community-based clinics, leagues, camps, workshops and events

The **Corporate Partnerships Manager** will be critical in managing our corporate fundraising programs. This is a unique opportunity to contribute significantly to a fast-growing, high-potential organization. The position is full-time, reporting to the Chief Development Officer. This role is expected to be onsite at our new office in Brooklyn. The first 90 days will be five days per week in the office, and then we will shift to a hybrid model, with a minimum of three days per week in the office.

Primary Responsibilities:

Corporate Stewardship & Strategy

- Support the organization in achieving an annual revenue goal of \$4M+
- Identify, cultivate, steward, and solicit a pipeline of corporate donors and prospects independent of current corporate foundations and grants
- Develop opportunities for corporate engagement, including on-site employee volunteer events
- Manage Emerging Leaders Council (Junior Board) of 40 young professionals
- Manage and monitor online giving initiatives, including corporate matching gifts
- Manage corporate portfolio of \$500k+

Event Support

- Support development team in strategic planning and donor outreach for annual fundraising events including GameChangers Ball, MADNESS, and the Team Challenge Shoot-a-thon
- Design corporate events (Lunch and Learn, Facility Tours etc.) through timely follow-up strategy implementation & support
- Support with ongoing fundraising events and initiatives, including planning and logistics, ticket and sponsorship sales, auction, outreach, and communications

Communications

- Support New Heights in creating a cohesive external narrative
- Assist with website updates, including monthly and funder spotlights

Additional Responsibilities:

- Maintain accurate records and documentation related to donors, corporate sponsorship agreements and renewals.
- Collaborate with development/communications teams to develop collateral.
- Stay updated on industry trends and best practices in corporate fundraising.

Qualifications

- Bachelor's degree in Business, Marketing, Non-Profit Management or related field.
- Proven experience in Fundraising, preferably related to corporate giving.
- Strong project management skills, with the ability to multitask and prioritize effectively in a fast-paced setting.
- Excellent communication and interpersonal skills, with the ability to build and maintain relationships with diverse stakeholders.
- Detail-oriented mindset with a focus on delivering high-quality donor experiences.

Ideal Candidate

- Strong interpersonal, communication, organizational, and project management skills
- Self-starter with a proven record of multitasking
- Proven record of working independently and managing and executing multiple projects
- Team player who can collaborate across verticals and with external stakeholders
- Experience working with youth-based organizations is a plus but not required
- Passion for the New Heights mission

Salary and Benefits:

- Salary compensation range depending on experience and qualifications: \$55,000 - \$65,000 annually
- Opportunity for professional growth and development within a dynamic and mission-driven non-profit organization.
- Comprehensive benefits package including:
 - Insurance – Medical, Dental, Vision
 - 401k with employer contribution
 - 20 PTO/15 Holidays, not including an organization-wide week off in the summer

How to Apply:

- Please send a resume and cover letter to Ashley Faison at afaison@newheightsnyc.org. Please put "Corporate Partnerships Manager" in the subject line. No phone or fax inquiries – we will respond if we require further information.