

Foundation for the Global Compact

Job Opening | Manager, Corporate Sponsorship



POSTING TITLE: Manager, Corporate Sponsorship

DUTY STATION: New York, NY

POSITION SUMMARY:

The United Nations Global Compact strategy focuses on mobilizing a global movement of responsible companies to mainstream corporate sustainability and accountability and create the world we all want. To do this, the Global Compact is gearing up its efforts to work with businesses through tools, training, and other measures, and to provide them with opportunities — including through partnerships, campaigning and advocacy — to efficiently shape their strategies and operations to act responsibly and help deliver the UN Sustainable Development Goals.

We are looking for a talented, driven, and dedicated Manager, Corporate Sponsorship to help us generate support and funding globally and locally to enable us to scale our impact. The UN Global Compact Manager, Corporate Sponsorship will be responsible for generating sponsorship from responsible companies to pilot and support the implementation of key UN Global Compact global initiatives, including on climate, gender equality, labour rights and decent work, among others areas.

This role will work across all departments of the UN Global Compact to support efforts to raise programmatic funding through corporate sponsorships. Specifically, the Manager will lead this fundraising effort through: partnering with Global Compact programme leads in their outreach, tracking progress and delivery through a CRM (Salesforce), and cultivating company relationships, as required. This will involve engagement both globally and locally across the UN Global Compact Local Networks.

This role will report to the Senior Manager, Fundraising.

DUTIES AND RESPONSIBILITIES:

- Develop a plan for generating sponsorship, identify sponsorship prospects, and establish a process for managing and tracking progress.
- Create a compelling value proposition for companies' sponsoring.
- Partner with the programmatic leads and key account managers to recommend appropriate sponsorship offerings and ensure alignment.
- Drive delivery of the plan, tracking progress, establishing relationships as appropriate.
- Ensure sponsors receive benefits as agreed upon in sponsorship agreement.
- Analyze and track best practice and make recommendations to shape UN Global Compact practices going forward.

EXPECTED RESULTS:

- Develop annual corporate sponsorship plan
- Deliver on annual revenue targets
- Strong relationships with key corporate sponsors



- Outstanding feedback from sponsors on account management, engagement in UN Global Compact programmes and events.

COMPETENCIES

Creativity and strategic thinking

- Delivers a strategic, cross organisational project as required
- Analytical thinker and experience in data-driven fundraising or sales
- Ability to carry-out projects from beginning to end.

Persuasive and engaging communication skills

- Ability to interact with a broad set of sponsors
- Ability to communicate persuasively orally and in writing
- Ability to craft strong sponsor proposals
- Ability to present about the UN Global Compact and its offering's to both external and internal audiences

Strong project management, multitasking, and decision-making skills

- Self-starter. Solid organizational skills including attention to detail. Results oriented attitude.
- Ability to manage multiple projects and priorities in a dynamic environment
- Proven critical thinking, decision-making skills, and problem-solving skills.

Works in diverse teams and across geographies:

- Works collaboratively with colleagues in different teams to achieve organizational goals.
- Solicits input by genuinely valuing others' ideas and expertise; is willing to learn from others.

Proven delivery of results:

- Delivers to clear goals within strategies. Identifies priority activities and assignments, allocates appropriate time and resources, tracks progress and adjusts priorities as required.
- Foresees risks and allows for contingencies when planning. Monitors and adjusts plans and actions as necessary

CORE VALUES:

- **Integrity:** Demonstrates the values of the United Nations in daily activities and behaviors; acts without consideration of personal gain; resists undue political pressure in decision-making; does not abuse power or authority; stands by decisions that are in the Organization's interest, even if they are unpopular; and takes prompt action in cases of unprofessional or unethical behavior.
- **Professionalism:** Shows pride in work and in achievements; demonstrates professional competence and mastery of subject matter; is conscientious and efficient in meeting commitments, observing deadlines and achieving results; is motivated by professional rather than personal concerns; shows persistence when faced with difficult problems or challenges; and remains calm in stressful situations.
- **Respect for Diversity:** Works effectively with people from all backgrounds; treats all people with dignity and respect; treats men and women equally; shows respect for and understanding of diverse points of view and demonstrates this understanding in daily work and decision-making, examines own biases and

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behaviors to avoid stereotypical responses, and does not discriminate against any individual or group.

BENEFITS

- Salary Range \$66,000 - \$80,000
- Retirement Plan – 15% employer contribution after 6 months of services with additional 7.5% matching option.
- Vacation Days - 30 paid days (6 weeks) per year.
- Paid Parental Leave
- Medical /dental/vision employee coverage

EDUCATIONAL AND EXPERIENCE REQUIREMENTS

- **EDUCATION:** A first-level university degree in business administration, management, economics, political science, social science or related field.
- **WORK EXPERIENCE:** 4 years of solid experience in a field related to philanthropy, development, event sponsorship or account management.
- Experience with Salesforce is preferred.
- Proficiency in English is required. Knowledge of a major UN language a plus but not required

RECRUITMENT PROCESS

Please include the following materials in your e-mail submission to hquiries@unglobalcompact.org with the subject heading **“Manager, Corporate Sponsorship”**

1. Cover Letter
2. Resume/CV

Applications will be accepted until **15 September 2023**

Given the anticipated volume of submissions, only highly qualified candidates will be contacted.
No phone calls or unsolicited emails outside of the submission process

Applicants must be authorized to work in the United States. The Foundation for the Global Compact does not sponsor work visas

The Foundation for the Global Compact is committed to creating a diverse and inclusive environment of mutual respect. The Foundation for the Global Compact recruits and employs staff regardless of gender identity, sexual orientation, race, religious, cultural and ethnic backgrounds or disabilities. Reasonable accommodation for applicants with disabilities may be provided to support participation in the recruitment process when requested.