POSTING TITLE: Senior Manager, Corporate Sponsorship
DUTY STATION: New York, NY

POSITION SUMMARY:
The United Nations Global Compact is the world’s largest corporate sustainability initiative, mobilizing 20,000+ companies globally from all sectors, all sizes, and all regions to mainstream responsible business practices.

To drive this activity at scale, the UN Global Compact is gearing up its efforts to develop programming (tools, training, and other measures) and platforms (convenings and advocacy campaigns) that will increase ambitious, credible and accountable action from companies worldwide. Our objective is to enable companies to efficiently shape their own strategies and operations to act responsibly as well as to advocate for enabling environments and policies that will help us deliver the UN Sustainable Development Goals.

This ambition requires that we advance our efforts and impact across the world. For this we need a significant increase in resource mobilization to scale up the implementation of key UN Global Compact initiatives on climate, biodiversity, gender equality, labour rights and decent work, among others areas.

We are looking for a talented, driven, and dedicated Senior Manager to generate impactful partnerships with leading companies who can provide monetary and in-kind support to help us: develop new thought leadership and best practices; raise corporate sustainability standards; pilot new programmes and tools; and engage in advocacy.

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

This role will report to the Chief of Outreach and Engagement.

DUTIES AND RESPONSIBILITIES: Working across the organization with Programmes teams, Key Account Managers to:

- Develop an outreach plan for generating sponsorship, identify sponsorship prospects, and establish a process for managing and tracking progress.
- Create a compelling donor value proposition for companies’ sponsoring.
- Recommend appropriate sponsorship and partnership proposals, goals and outcomes.
- Drive delivery of the plan, tracking progress, establishing relationships as appropriate.
- Ensure sponsors achieve goals, receive full reports and benefits as agreed upon in agreement.
- Analyze and track best practice and make recommendations to shape UN Global Compact strategies going forward.
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EXPECTED RESULTS:

- Develop annual corporate partnership/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 offerings to both external and internal audiences

Strong project leadership, 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 against 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.

Please, no phone calls or unsolicited e-mails outside of the submission process.
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- **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 behaviors to avoid stereotypical responses, and does not discriminate against any individual or group.

**BENEFITS**

- Salary -$100,000 - $110,000
- 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:** 8 years of solid experience in a field related to partnerships, corporate philanthropy, 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 email submission to hrinquiries@unglobalcompact.org with the subject heading “Senior Manager, Corporate Sponsorship”

1. Cover Letter
2. Resume/CV

Applications will be accepted until **14 January 2024**

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.

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