



United Way of Greenville County Vice President of Corporate Engagement

FLSA Status: Exempt

Date Revised: March 2, 2023

WHO WE ARE

Greenville County continues to draw national attention as a popular destination for visitors and a magnet for new development. But, even with this success, many experience a different Greenville. Right now, over 50,000 people are living in poverty. As the largest poverty-fighting organization in South Carolina, United Way of Greenville County's unique ability to take on challenges like affordable housing, education, job training, transportation and other complex community issues—all at the same time—is unmatched.

WHAT WE DO

We mobilize donors and volunteers and convene partner agencies, corporations and community leaders to make broad, systemic change like no other organization can on its own.

United Way values the abilities and perspectives that make each person who they are, empowering our employees to reach higher, think differently, act innovatively, and work collaboratively. People who work here provide the energy, expertise and creativity that is critical to creating the lasting change our community needs—and the opportunities to succeed that everyone deserves.

Vision: A Greenville County where all people have access to the opportunities to achieve their full potential.

Mission: We mobilize people and resources to improve lives, strengthen the community, and advance equity for the benefit of all.

Impact: As a funder, partner and convener, United Way of Greenville County works with the entire community to build resources, focus investments, and foster partnerships that create lasting solutions to big community problems. Last year, our work resulted in thousands of individuals receiving assistance with basic needs and advancing along the Cycle of Success.

POSITION SUMMARY: Vice President of Corporate Engagement
Reports to: President and CEO

(Overview/Summary of role)

United Way of Greenville County partners with hundreds of companies to help them meet their philanthropic, volunteerism, and employee engagement goals via mutually beneficial, multifaceted partnerships that yield nearly \$10 million in financial support annually. The Vice President of Corporate Engagement is primarily responsible for conceiving and implementing a comprehensive strategy to increase the number of corporate partnerships and strengthen existing partnerships, thereby increasing corporate financial support for United Way of Greenville County. The Vice President for Corporate Engagement leads an internal team with responsibility for corporate fundraising campaigns, volunteerism, and special events. This is a key role within both the organization and the Greenville County business community that requires innovative thinking, fearless salesmanship, inspirational leadership, egoless collaboration, and tireless determination. It's a great job for the right person and hugely important to our success.

Key Relationships:

External: Company employees including key leaders of those companies

Internal: Peers on senior leadership team, direct reports and others across the organization

ESSENTIAL RESPONSIBILITIES

Essential Job Functions:

- Set a strategic, comprehensive vision for year-round engagement of United Way's corporate partners to maximize engagement and increase revenue.
- Organize the Corporate Engagement team for success, recruit and retain the very best performers, lead and motivate the team to achieve mutually agreed upon goals.
- Thoroughly evaluate existing corporate engagement policies, procedures and practices for effectiveness and efficiency, making recommendations for improvement.
- Routinely assess threats to corporate revenue growth and proactively address them when encountered.
- Constantly identify potential new corporate partners and successfully implement tactics to build mutually beneficial relationships that yield revenue for United Way of Greenville County.
- Utilize volunteers to accomplish UWGC's mission while concurrently fulfilling volunteers' desire for meaningful engagement with UWGC and our community.
- Creatively and collaboratively plan and execute various special events to accomplish Corporate Engagement objectives.
- Support the development and utilization of tools and technology that ensure data integrity and the effective, efficient use of data to accomplish objectives.
- Service as an active member of UWGC's Senior Leadership Team.
- Perform other duties as assigned.



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Competencies:

- **Awareness and Sensitivity to the External Environment** - Situational awareness; is aware of organization's position in the community and the effect of words and actions on that position; demonstrates savvy in dealing with internal and external customers; is promoting and affirming in conversations about and on behalf of the organization.
- **Collaborative/Inclusive Outlook** - Works in a way that builds trust, relationships and confidence; promotes an environment that is free from personal or professional biases; actions are both open and transparent.
- **Communication** - Speaks clearly, writes effectively and persuasively in positive or negative situations; listens to executives, co-workers, employees and outside advisors to effectively and efficiently share information and ideas; demonstrates effective group presentation and meeting skills. Polished and compelling public speaker to diverse audiences of varying size.
- **Innovation** – Comfortable and proactive with developing, recommending and introducing new ideas and/or methods.
- **Relationship Building** – Has the ability to connect and influence a large and diverse group of people; is seen as a bridge builder and someone who is “good to work with” can build and maintain meaningful professional relationships.
- **Results-Oriented Thinking and Behavior** - A genuine concern for effectiveness; possesses the desire to get the job done with excellence; mentally, is focused on getting the best results for actions taken; does not settle for mediocrity.
- **Stewardship** – Responds appropriately and timely with the fiscal responsibility given, and to organizational resources and budgetary administration; responsible stewards of people, talent and financial resources.
- **Team/Organizational Leadership and Management** - Understands the needs and wants of the organization, community and its customers and co-workers to provide accurate, complete and timely service and to further the mission, values and goals of the organization.

Required Experience and Education:

- Bachelor's Degree with an emphasis in sales, business, marketing, communications.
- 5-7 years of sales experience is required.
- Proven track record of leadership with direct reports.
- Must work well under pressure, be flexible, creative, enthusiastic, and possess a high energy level.
- Outstanding project management skills; extremely organized with ability to manage multiple priorities.
- Flexibility to adjust schedule to work evenings and weekends as needed.



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Mental & Physical Demands- ADA Guidelines				
Physical Demands				
Stand	<input type="checkbox"/> Constantly	<input checked="" type="checkbox"/> Frequently	<input type="checkbox"/> Occasionally	<input type="checkbox"/> N/A
Walk	<input type="checkbox"/> Constantly	<input checked="" type="checkbox"/> Frequently	<input type="checkbox"/> Occasionally	<input type="checkbox"/> N/A
Sit	<input type="checkbox"/> Constantly	<input checked="" type="checkbox"/> Frequently	<input type="checkbox"/> Occasionally	<input type="checkbox"/> N/A
Handling / Fingering	<input type="checkbox"/> Constantly	<input checked="" type="checkbox"/> Frequently	<input type="checkbox"/> Occasionally	<input type="checkbox"/> N/A
Reach Outward	<input type="checkbox"/> Constantly	<input checked="" type="checkbox"/> Frequently	<input type="checkbox"/> Occasionally	<input type="checkbox"/> N/A
Reach Above Shoulder	<input type="checkbox"/> Constantly	<input checked="" type="checkbox"/> Frequently	<input type="checkbox"/> Occasionally	<input type="checkbox"/> N/A
Climb	<input type="checkbox"/> Constantly	<input type="checkbox"/> Frequently	<input checked="" type="checkbox"/> Occasionally	<input type="checkbox"/> N/A
Crawl	<input type="checkbox"/> Constantly	<input type="checkbox"/> Frequently	<input type="checkbox"/> Occasionally	<input checked="" type="checkbox"/> N/A
Squat or Kneel	<input type="checkbox"/> Constantly	<input checked="" type="checkbox"/> Frequently	<input type="checkbox"/> Occasionally	<input type="checkbox"/> N/A
Bend	<input type="checkbox"/> Constantly	<input checked="" type="checkbox"/> Frequently	<input type="checkbox"/> Occasionally	<input type="checkbox"/> N/A
Lifting Requirements				
10 pounds or less	<input type="checkbox"/> Constantly	<input checked="" type="checkbox"/> Frequently	<input type="checkbox"/> Occasionally	<input type="checkbox"/> N/A
11 to 20 pounds	<input type="checkbox"/> Constantly	<input type="checkbox"/> Frequently	<input checked="" type="checkbox"/> Occasionally	<input type="checkbox"/> N/A
21 to 50 pounds	<input type="checkbox"/> Constantly	<input type="checkbox"/> Frequently	<input checked="" type="checkbox"/> Occasionally	<input type="checkbox"/> N/A
51 to 100 pounds	<input type="checkbox"/> Constantly	<input type="checkbox"/> Frequently	<input type="checkbox"/> Occasionally	<input checked="" type="checkbox"/> N/A
> than 100 pounds	<input type="checkbox"/> Constantly	<input type="checkbox"/> Frequently	<input type="checkbox"/> Occasionally	<input checked="" type="checkbox"/> N/A
Pushing and Pulling Requirements				
12 pounds or less	<input type="checkbox"/> Constantly	<input type="checkbox"/> Frequently	<input checked="" type="checkbox"/> Occasionally	<input type="checkbox"/> N/A
13 to 25 pounds	<input type="checkbox"/> Constantly	<input type="checkbox"/> Frequently	<input checked="" type="checkbox"/> Occasionally	<input type="checkbox"/> N/A
26 to 40 pounds	<input type="checkbox"/> Constantly	<input type="checkbox"/> Frequently	<input checked="" type="checkbox"/> Occasionally	<input type="checkbox"/> N/A
41 to 100 pounds	<input type="checkbox"/> Constantly	<input type="checkbox"/> Frequently	<input checked="" type="checkbox"/> Occasionally	<input checked="" type="checkbox"/> N/A
> than 100 pounds	<input type="checkbox"/> Constantly	<input type="checkbox"/> Frequently	<input type="checkbox"/> Occasionally	<input checked="" type="checkbox"/> N/A
Definitions				
N/A	Not Applicable	Activity is not applicable to this occupation		
O	Occasionally	Occupation requires this activity up to 33% of the time (0 - 2.5+ hrs/day)		
F	Frequently	Occupation requires this activity from 33% - 66% of the time (2.5 - 5.5+ hrs/day)		
C	Constantly	Occupation requires this activity more than 66% of the time (5.5+ hrs/day)		

HOW TO APPLY

Submit your resume and cover letter directly to talent@unitedwaygc.org with (VP of Corporate Engagement) in the subject line. Qualified candidates that bring a diversity of thought, experience and background are encouraged to apply.

United Way of Greenville County offers competitive compensation based on prior experience and qualifications as well as comprehensive benefits in order to best support our people. Benefits we offer include: health, dental and vision insurance where United Way of Greenville County pays generously towards the cost of these benefits for employees and their families.

United Way of Greenville is an equal opportunity employer and value diversity. All employment is decided on the basis of qualifications, merit and business need.