



Position Description: Director of Nonprofit Partnerships

About Delivering Good, Inc.: Delivering Good is a national nonprofit organization that provides people impacted by poverty and tragedy with new merchandise donated by retailers and manufacturers. Since 1985, Delivering Good has distributed over \$3 billion of new clothing, home goods, toys, furniture, books and other consumer products through its network of more than eight hundred Community Partners, offering hope, dignity and self-esteem to at-risk children, families and individuals. By uniting retailers, manufacturers, foundations and individuals, Delivering Good strives to help create a more equitable world where people facing economic, medical, social and environmental challenges have useful items needed to overcome adversity and achieve their full potential. Delivering Good was created from the 2014 merger of Kids in Distressed Situations and Fashion Delivers. In May 2017, the organization rebranded as “Delivering Good” to reflect focused, ongoing support for children and families facing poverty and disaster. The organization is governed by an actively engaged 40-person board of directors who are industry leaders in the apparel, juvenile products, fashion, shoe, home and related enterprises respectively.

Job Purpose: The Director of Nonprofit Partnerships develops and oversees DG’s network of community partners and implements related programs and projects that support Delivering Good’s mission, vision and short- and long-term plans. This position reports directly to the President and CEO and works closely with the Delivering Good Product Department, Strategic Planning Committee and senior leadership and program teams. The Senior Manager of Nonprofit Partnerships reports to this position.

Primary Responsibilities:

- Develop and implement annual department business plan;
- Oversee community partner network, including registration, due diligence and compliance, communications and health of the network;
- Effectively and efficiently allocate product donations across the network of community partners for both ‘in-need’ and disaster purposes;
- Support strategic partnership development efforts with community and funded partners, foundations, and product donors;
- Oversee grant funding program from community partners (“Funded Partner Program”) with annual revenue responsibility;
- Oversee the development and implementation of special initiatives designed to build the capacity of the community partner network, including but not limited to the Racial Equity Project, Community Partner Impact Summit and ‘office hours’;
- Oversee Disaster Relief and Recovery plan and represent Delivering Good at local and national disaster organizations;

- With support from other departments, develop and implement volunteer engagement events;
- Conduct strategic product donor prospecting and donor outreach and retention, in coordination with Director of Product Procurement;
- Coordinate tradeshow logistics with Director of Product Procurement;
- Collaborate across departments to ensure that the program is well represented at events;
- Work proactively towards implementing organizational and departmental strategic goals.

Requirements:

- Passion for community service and social justice;
- 7-10 years of experience with record of increasing responsibility; at least 3 years of nonprofit experience highly desirable
- Experience managing and mentoring staff;
- Experience working with and building the capacity of a network of nonprofit partners;
- Familiarity with disaster response and recovery a plus;
- Experience establishing and developing productive relationships with colleagues, brands, agency teams and suppliers and have the ability to influence and interact at all levels;
- Demonstrated ability to work collaboratively combined with comfort in working with senior industry executives, as well as working independently;
- Strong interpersonal and presentation skills with exceptional verbal and written communication skills;
- Excellent decision-making and leadership skills;
- Experience working with a board of directors preferred;
- Knowledge of Salesforce required;
- Proficiency in Microsoft Office including word, Outlook, PowerPoint, and Excel
- Bachelor's Degree required.

Compensation and benefits:

Salary range \$150,000 - \$160,000. Attractive benefits available.

To apply, please submit your resume, together with a cover letter describing your interest in the position, with the subject line: Director of Nonprofit Partnerships to:

HR@Delivering-Good.org