



United Way of Central and  
Northeastern Connecticut

## About Us

United Way of Central and Northeastern Connecticut is one of more than 1,040 autonomous United Ways in our nation and 1,800 community-based United Ways in 45 countries and territories. We have the unique ability, vision, and resources to bring together diverse stakeholders around a community vision of creating positive change to achieve long-lasting results for children and families. Our Workplace Giving team helps to raise awareness of United Way's work and the impact can all make together for local children and families.

## Our Mission

To engage and bring together people and resources committed to the well-being of children and families in our community.

## Our Vision

A community where opportunities are available for every child to succeed in school and for every family to achieve financial security.

## Our Values

In pursuing our mission, the following principles guide our relationships with stakeholders, including our donors, volunteers, partners, employees and the communities we serve: a belief that respect, equity, diversity and inclusiveness make us stronger; engaging others with professionalism and quality support; seeking creative and sustainable solutions to pressing social challenges; maintaining the highest standards of personal and organizational honesty in order to ensure stewardship of donors' dollars; being proactive and responsive through consistent communication; and, delivery of high-quality services and effective measurement of results to ensure efficiency and innovation.

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## Join Our Team! Career Opportunity

We are searching for an **Emerging Leaders and Corporate Engagement Manager** who is a leader in relationship management, fundraising, and enthusiastic about our mission to be part of our United Way team located in Hartford.

As the **Emerging Leaders and Corporate Engagement Manager**, you will be responsible for creating and implementing engagement and fundraising strategies to enhance and grow revenue with assigned workplace accounts and donors with a special focus on young professionals. In this role, you will also support our Emerging Leaders Society affinity group. This position is part of a team responsible for raising the resources needed to support United Way's priorities for changing community conditions.

This position has the opportunity to work on a hybrid schedule (in-office and remote). Please note that due to working with our Emerging Leaders Society, the majority of meetings and events are held outside of normal business hours.

### **What you'll do:**

#### **Emerging Leaders Society (70 percent):**

- Support volunteer leadership committees in planning and executing strategies that increase membership, engagement and revenue

- Develop strategies to increase the number of young professionals who are connected to United Way
- Manage Emerging Leaders Society events
- Steward, cultivate and grow Emerging Leaders Society members to increase giving and engagement with United Way
- Support the development and implementation of a step-up program for Emerging Leaders Society members
- Manage regular member communications strategy
- Maintains current understanding of community goals and initiatives, focus areas, successes, and overall results to effectively communicate to donors and at community events
- Represent United Way in the community at events and in companies via frequent public speaking, presentations, and networking activities.

**Corporate Engagement (30 percent):**

- Responsible for establishing and achieving annual fundraising goals for assigned accounts, including strategies to increase donor participation, leadership giving and financial support to United Way.
- Develops and implements year-round engagement strategies with assigned workplace accounts to retain current and attract new donors to raise more revenue and increase donations directed to United Way.
- Establish and build strong individual relationships within assigned accounts to cultivate strong year-round engagement with United Way through giving, advocacy, and employee/volunteer engagement including strategies that directly impact emerging leaders.
- Serve as a primary staff contact for companies and individuals within established areas regarding the giving; special events; corporate sponsorships; strategic investments; and employee engagement.
- Strategically secures funds outside of annual workplace campaign, including corporate sponsorships, special events and employee engagement projects.
- Works collaboratively with internal departments to meet annual revenue and engagement goals.
- Ensures accuracy and timeliness of account data input within the organization's CRM system, including timely and accurate processing of campaigns in partnership with Finance.

**About you:**

- Bachelor's degree in business or related field or equivalent work experience required.
- Passionate about relating to and developing emerging leaders in our area to attract and retain top talent.
- Bilingual candidates preferred
- Experience in fundraising or sales required with demonstrated success.
- Valid driver's license and reliable transportation required.
- Strong understanding of Microsoft Office and prior experience analyzing data
- Relationship management experience required.
- Strong leadership with an aptitude for resourcefulness required
- Ability to work in a fast-paced environment, manage multiple priorities, meet deadlines and take initiative with minimal supervision.
- Experience with donor CRM systems and donation processing a plus.
- Strong oral and written communications skills are required.
- Evenings and occasional weekends required.

**Application Information**

Qualified applicants should submit a resume and a cover letter describing 1) their qualifications and experiences 2) salary requirements, and 3) how they learned about the position to:

United Way of Central and Northeastern Connecticut

Human Resources

30 Laurel Street

Hartford, Connecticut 06106

Email: [positions@unitedwayinc.org](mailto:positions@unitedwayinc.org) No phone calls please.

United Way of Central and Northeastern Connecticut is an equal opportunity employer M / F / D / V.

Frequently cited statistics show that women and members of structurally marginalized and/or underrepresented groups apply to jobs only if they meet 100% of the qualifications. United Way of Central and Northeastern Connecticut encourages you to break that statistic and to apply. Few candidates will likely meet 100% of the qualifications. We look forward to your application.