



Director of Corporate & Volunteer Engagement

Full Time, Senior Management

Austin, TX

Salary: \$100,000.00 Annually

The Director of Corporate & Volunteer Engagement leads Foundation Communities' corporate partnership and volunteer engagement strategies. This role combines hands-on fundraising with strategic leadership, personally cultivating and securing significant corporate support while leading a seven-person team responsible for corporate engagement and volunteer programs.

The Director directly supervises the Senior Corporate Engagement Manager and Volunteer Engagement Manager and is responsible for setting strategy, developing staff, strengthening systems, and ensuring strong experiences for corporate partners and volunteers. This leader must be equally comfortable setting direction and executing personally when needed.

Key Responsibilities

- Lead the organization's corporate engagement strategy, including annual revenue goals, partnership priorities, and pipeline development.
- Serve as the lead relationship manager and solicitor for priority corporate partners, personally cultivating prospects, making asks, and securing significant gifts, sponsorships, and multi-year commitments.
- Build and manage a pipeline of prospective corporate partners using moves management to guide cultivation, solicitation, stewardship, and renewal.
- Develop compelling proposals, sponsorship opportunities, and stewardship strategies tailored to partner interests, capacity, and history.
- Represent Foundation Communities at meetings, events, and community forums to strengthen relationships and generate new opportunities.
- Integrate corporate philanthropy, sponsorship, employee engagement, and volunteerism to deepen partnerships and expand organizational support.

Volunteer Engagement

- Set the organization-wide strategy for volunteer engagement and ensure strong execution through the Volunteer Engagement Manager.
- Establish goals for volunteer recruitment, retention, satisfaction, participation, and organizational capacity.
- Develop pathways that encourage volunteers to move from initial participation to deeper, long-term engagement.
- Use volunteer data and program needs to identify trends, address capacity gaps, and guide priorities and resources.
- Provide strategic oversight for major volunteer initiatives, recognition efforts, and signature events.
- Partner with program and department leaders to ensure volunteer efforts are responsive to organizational and community needs.

Team and Department Leadership

- Provide overall leadership to the seven-person Corporate and Volunteer Engagement team, including direct supervision and development of the Senior Corporate Engagement Manager and Volunteer Engagement Manager.
- Set clear expectations, priorities, and performance goals while providing regular coaching, feedback, and accountability.
- Build a collaborative team culture grounded in trust, direct communication, shared accountability, and strong working relationships.
- Manage the department's budget, resources, and performance metrics.
- Use data and results to evaluate progress, identify improvement opportunities, and inform decisions.

Organizational Leadership & Representation

- Serve as the department's representative on the Senior Leadership Team and align corporate and volunteer engagement strategies with broader organizational priorities.
- Act as a key public-facing representative of Foundation Communities with corporate partners, volunteers, donors, and community stakeholders.
- Partner across fundraising, finance, communications, and program teams to integrate corporate support and volunteer capacity into organizational planning.
- Serve as an internal resource on corporate partnerships, volunteer engagement, and external relationship development.

Required Qualifications

- 7+ years of progressive experience in fundraising, development, corporate partnerships, community engagement, volunteer engagement, or a related field.
- Demonstrated success cultivating, soliciting, securing, and stewarding significant corporate gifts, sponsorships, or multi-year partnerships, including five- and/or six-figure commitments.
- Strong understanding of moves management and experience developing and managing a corporate or donor pipeline.
- Experience developing partnership strategies that combine philanthropy, sponsorship, employee engagement, and volunteerism.
- Proven people management experience, including coaching, developing, and holding staff accountable.
- Strong strategic planning and project management skills, with the ability to manage multiple priorities and relationships simultaneously.
- Ability to balance strategic leadership with hands-on execution.
- Exceptional written, verbal, interpersonal, and public speaking skills.
- Strong relationship-building skills with the ability to work effectively across internal teams and with external partners.
- Experience using CRM, donor management, or volunteer management systems.
- Experience managing budgets and using data to guide decision-making.
- Strong judgment, professionalism, discretion, and follow-through.
- Commitment to inclusive leadership and to Foundation Communities' mission and values.

Working Conditions

- Full time, in-person, exempt position based in Austin, TX.
- Occasional evening or weekend work may be required for volunteer and donor engagements and events.
- In-office and on-location environments. Work is primarily indoors but can require standing and walking for up to 50% of a workday when making visits or for events. Lifting up to 25 pounds can be expected.
- Personal transportation is required for travel needed between property locations and to meet with volunteers, supporters and prospects.

Compensation

\$100,000 Annual

This position profile identifies the key responsibilities and expectations for performance. It cannot encompass all specific job tasks that an employee may be required to perform. Employees are required to follow any other job-related instructions and perform job-related duties as may be reasonably assigned by their supervisor.

Foundation Communities provides an excellent benefits package including employer paid health benefits, 401(k) investment opportunity, Employee Assistance Program, paid vacation, holiday, and sick time.

Foundation Communities is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, veteran status, sexual orientation & gender identity.

To learn more and apply, please visit:

<https://foundcom.org/about/job-opportunities/>

