

Corporate & Community Partnerships Manager (Part-Time)

Centre County United Way
Centre County, PA

Position Overview

Centre County United Way (CCUW) is seeking a motivated, relationship-driven Corporate & Community Partnerships Manager to help grow and strengthen our annual campaign and corporate engagement efforts.

This part-time position is ideal for a confident self-starter who is energized by meeting new people, building partnerships, and expanding community impact. The Corporate & Community Partnerships Manager will focus on increasing revenue through corporate donations, workplace campaigns, volunteer engagement, and new business partnerships across Centre County.

This individual must be comfortable initiating phone calls, securing in-person meetings, and representing CCUW independently in the community.

Core Responsibilities

Campaign Growth & Revenue Development

- Analyze and research CCUW's donor database to identify:
 - Businesses currently engaged through corporate giving, workplace campaigns, or volunteerism
 - Lapsed partners
 - Untapped businesses within Centre County
- Develop outreach strategies to grow workplace campaigns and corporate partnerships
- Identify opportunities to deepen engagement and increase giving among existing partners
- Maintain a prospect pipeline and track progress toward campaign goals

Business Outreach & Relationship Building

- Conduct proactive outreach via phone, email, and in-person visits
- Schedule and lead meetings with business leaders independently or alongside the Executive Director

- Clearly articulate CCUW’s mission, impact, and partnership opportunities
- Attend networking events and community functions as a CCUW ambassador

Collaboration & Strategy

- Serve as staff liaison to the Revenue Diversification Committee
- Work closely with the Brand & Engagement Manager to align outreach with messaging and materials
- Partner with the Executive Director on strategic donor cultivation
- Maintain accurate CRM records and provide regular progress reports

Qualifications

- Experience in fundraising, sales, business development, marketing, or relationship management preferred
- Strong interpersonal and presentation skills
- Comfortable initiating outreach and making “cold” calls
- Organized and able to manage multiple prospects simultaneously
- Data-informed and strategic in approach
- Self-motivated and goal-oriented
- Familiarity with Centre County business community preferred

Compensation & Schedule

- Part-time (approximately 20–25 hours per week; flexible schedule)
- Some evening networking events required
- Hourly rate range: \$25-\$30/hour, commensurate with experience
- Growth opportunity as campaign expands

About Centre County United Way

Centre County United Way mobilizes the caring power of our community to improve lives through measurable impact in education, financial stability, and health.

United Is the Way to Impact.