

Safe Crossings Foundation

Corporate Partnerships and Events Manager Position Description

The Opportunity – About Safe Crossings Foundation

Safe Crossings Foundation funds organizations that help grieving children who have lost a parent, sibling, or loved one heal and thrive. For more than 35 years, we have funded effective, community-based programs that support bereaved youth across our region, while continually identifying gaps and expanding access to reach more children in need. We also convene providers through our annual Northwest Conference on Childhood Grief, strengthening the field through shared learning and collaboration.

The demand for children's grief support programming is now outpacing our current fundraising efforts. We are looking for vision, creativity, and innovation in our approach to enhance our fundraising efforts with donors, corporate partners, and grant makers.

As we enter our fourth decade, we are advancing an ambitious strategic plan to expand our impact and fulfill our vision that all children, teens and young adults in Washington state have access to free grief support so that no child grieves alone.

We are a small, highly collaborative team that cares deeply about our mission and one another. We have intentional designs to lessen silos and enhance shared information. We value respect, inclusivity, and accountability—and we take pride in doing meaningful work in a flexible, supportive environment alongside an engaged and committed board.

Role Overview

Reporting to the Executive Director, the Corporate Partnerships & Events Manager will lead corporate sponsorships and partnerships while managing Safe Crossings Foundation's signature events. This role is ideal for someone who enjoys building meaningful relationships, creating exceptional donor experiences, and helping organizations invest in lasting community impact.

Working closely with the Executive Director, Development Director, Board, volunteers, and community partners, this position will help expand philanthropic support for grieving children and families throughout Washington.

Primary Responsibilities

Corporate Partnerships

- Develop and implement a corporate engagement strategy.
- Identify, cultivate, solicit, and steward corporate sponsors and partners.
- Secure sponsorships and manage sponsor benefits and recognition.
- Build opportunities for employee engagement and volunteerism.
- Represent Safe Crossings Foundation at networking and community events.

Events

- Lead planning and execution of the annual Inspiring Resilience Luncheon, the Annual Northwest Conference on Childhood Grief, and other fundraising and stewardship events.
- Recruit and support Table Captains, volunteers, and Board committees.
- Coordinate vendors, consultants, volunteers, budgets, timelines, registration, sponsorship fulfillment, and event logistics.
- Partner with grantees and speakers to develop compelling mission-focused event content.

- Evaluate event success and continuously improve processes.

Preferred Qualifications

- Bachelor's degree or equivalent experience.
- Three or more years of experience in nonprofit fundraising, corporate partnerships, sponsorship sales, or event management.
- Proven success cultivating sponsors or business relationships.
- Excellent communication, organizational, and project management skills.
- Experience managing multiple priorities and working collaboratively.
- Proficiency with Microsoft Office and donor CRM systems.
- Ability to work occasional evenings and weekends for events.

Core Competencies

- Demonstrates skill in creating and maintaining personal relationships
- Pursues work with drive, energy, and a strong accomplishment orientation
- Enjoys working in a small, collaborative team environment
- Exceptional project management skills, executes and achieves objectives working with and through others
- Writes and presents information effectively and persuasively across diverse communication settings
- Effectively uses systems and processes to measure, monitor, manage, or impact performance of fundraising and marketing/communications plans
- Develops original ideas, approaches, and solutions to typical, unusual or difficult situations
- A collaborator who brings inspiration and fun to our team

Compensation and Application Process

Salary range \$40,000-\$50,000 for .60 FTE commensurate with qualifications and experience; flexible and hybrid workplace; retirement matching; paid personal time off and sick leave; 15 paid holidays; 100% employer-paid medical, dental, and vision insurance; and transportation stipend.

Safe Crossings Foundation is a proud equal opportunity employer committed to an inclusive work environment and to building a team that reflects the rich diversity of our community. People of color, people with disabilities, and people of diverse sexual orientations, gender expressions, and identities are encouraged to apply.

Please submit your resume and a cover letter to careers@safecrossingsfoundation.org. Please note “Corporate Partnerships and Events Manager Application” in the subject line. Applications will be reviewed on a rolling basis.