



Position: Corporate Engagement Director

Structure: Full time, salaried, exempt; some evenings & weekends required

Location: Richmond, VA. Time in the office is expected, as well as meetings and events taking place across the Greater Richmond area.

Position Summary

The Corporate Engagement Director leads ASCV's corporate fundraising and partnership strategy, building meaningful relationships with companies that support ASCV through sponsorships, employee engagement, community partnerships, and philanthropic investment.

This role currently oversees approximately \$350,000 in annual corporate partnership revenue, with responsibility for achieving annual revenue goals, increasing partner retention, securing new business, and growing long-term corporate investment in ASCV's mission. The Director will lead efforts to grow and steward a diversified corporate partnership portfolio that supports ASCV's signature events, community initiatives, and organizational priorities.

The ideal candidate is a strategic relationship-builder who is energized by business development, community connections, revenue growth, and mission-driven partnership work.

Key Responsibilities

Corporate Partnership Growth & Business Development

- Lead ASCV's corporate sponsorship and partnership strategy across fundraising events and organizational initiatives.
- Execute strategies to achieve annual corporate partnership revenue, retention, and growth goals.
- Identify, cultivate, solicit, and secure new sponsorship and partnership prospects.
- Steward and grow relationships with existing corporate sponsors, community partners, and local businesses.
- Develop sponsorship proposals, partnership presentations, and customized engagement opportunities aligned with corporate partner interests and ASCV priorities.
- Create compelling partnership packages and value propositions that support revenue growth while advancing ASCV's mission and strategic goals.

- Develop and manage relationships with media sponsors and in-kind promotional partners, including television, print, digital, and outdoor advertising partners that provide sponsorship visibility and promotional support for ASCV events and fundraising initiatives.
- Partner with Board members, volunteer leaders, and internal stakeholders to strategically identify new corporate connections and relationship opportunities.
- Support sponsor renewals, upgrades, and multi-event partnership opportunities.
- Maintain visibility into partnership pipeline activity, revenue goals, sponsorship opportunities, and forecasting.

Relationship Management & Stewardship

- Develop and implement thoughtful engagement strategies that deepen mission connection and long-term partnership investment.
- Develop annual partnership plans for key corporate partners that outline engagement opportunities, stewardship activities, renewal strategies, and long-term growth potential.
- Help position ASCV as a trusted community resource for companies seeking autism-related engagement opportunities.
- Maintain proactive communication and stewardship with partners throughout the year.
- Build meaningful year-round engagement opportunities that connect partners to ASCV's mission through employee engagement, volunteer activities, workplace education and training, awareness campaigns, and more.
- Identify opportunities to expand corporate involvement through sponsorships, employee giving, volunteerism, workplace initiatives, and other mission-aligned partnerships.

Sponsorship Activation & Organizational Engagement

- Partner with the Events Director to integrate sponsors into fundraising events and community activities.
- Collaborate on sponsor materials, recognition, visibility, and activation opportunities.
- Support a high-quality sponsor experience and ensure relationship continuity across all touchpoints.
- Attend ASCV fundraising events, sponsor-facing meetings, and community engagement activities.
- Participate in sponsor cultivation opportunities, partnership activations, and community relationship-building efforts.
- Maintain organized records of sponsor commitments, deliverables, next steps, and partnership activity.
- Collaborate across departments to identify and leverage opportunities that align corporate partner interests with organizational priorities.

Qualifications

- 2+ years of experience in corporate fundraising, sponsorships, business development, nonprofit partnerships, sales, or relationship management preferred.
- Demonstrated success building and managing external relationships and achieving revenue or partnership goals.
- Strong relationship-building, communication, presentation, and networking skills.
- Strong organizational skills and attention to detail with the ability to manage multiple priorities simultaneously.
- Strategic, proactive, and results-oriented.
- Comfortable learning and utilizing CRM and project management systems.
- Passion for ASCV's mission and commitment to advancing inclusion and support for autistic individuals and their families.

Work Environment & Additional Requirements

- Ability to work occasional evenings and weekends to support events and community engagement activities.
- Ability to attend sponsor-facing meetings, organizational events, and partnership opportunities as needed.
- Reliable transportation for local meetings and event participation.

Compensation & Benefits:

Compensation: \$75,000-\$85,000, commensurate with experience and qualifications.

ASCV offers a competitive salary, health insurance, simple IRA with match, paid time off, a monthly phone stipend, and a collaborative, mission-driven workplace culture.

All offers of employment are contingent upon reference and background checks. ASCV is an equal opportunity employer; we celebrate diversity and are committed to creating an inclusive environment for all employees.

HOW TO APPLY

Please submit a **resume and cover letter** to **development@ascv.org**. No phone calls, please. Screening of applicants will begin on **June 15, 2026**, and will continue until the position is filled.