

Director of Corporate Partnerships (0462U), Haas School  
of Business - 75158  
University of California, Berkeley

Direct Link: <https://www.AcademicKeys.com/r?job=251319>

Downloaded On: Jan. 10, 2025 5:09am

Posted Jan. 9, 2025, set to expire May 8, 2025

<b>Job Title</b>	Director of Corporate Partnerships (0462U), Haas School of Business - 75158
<b>Department</b>	Haas School of Business
<b>Institution</b>	University of California, Berkeley Berkeley, California
<b>Date Posted</b>	Jan. 9, 2025
<b>Application Deadline</b>	Open until filled
<b>Position Start Date</b>	Available immediately
<b>Job Categories</b>	Director/Manager
<b>Academic Field(s)</b>	Institutional Advancement Finance/Investment Management Communications/Public Relations
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**Job Description**

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**Director of Corporate Partnerships (0462U), Haas School of Business - 75158**

**About Berkeley**

At the University of California, Berkeley, we are dedicated to fostering a community where everyone feels welcome and can thrive. Our culture of openness, freedom and belonging make it a special place for students, faculty and staff.



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As a world-leading institution, Berkeley is known for its academic and research excellence, public mission, diverse student body, and commitment to equity and social justice. Since our founding in 1868, we have driven innovation, creating global intellectual, economic and social value.

We are looking for applicants who reflect California's diversity and want to be part of an inclusive, equity-focused community that views education as a matter of social justice. Please consider whether your values align with our [Guiding Values and Principles](#), [Principles of Community](#), and [Strategic Plan](#).

At UC Berkeley, we believe that learning is a fundamental part of working, and provide space for [supportive colleague communities via numerous employee resource groups](#) (staff organizations). Our goal is for everyone on the Berkeley campus to feel supported and equipped to realize their full potential. We actively support this by providing all of our full-time staff employees with at least 80 hours (10 days) of paid time per year to engage in professional development activities. Find out more about how you can [grow your career](#) at UC Berkeley.

### Departmental Overview

UC Berkeley's Haas School of Business offers a unique opportunity to champion new ideas, collaborate across boundaries, and continually learn in a workplace committed to increasing diversity and creating a welcoming environment for all. Our distinctive culture is captured within our four Defining Leadership Principles: Question the Status Quo, Confidence Without Attitude, Students Always, and Beyond Yourself. These principles distinguish Berkeley Haas as a unique environment conducive to teamwork, collaboration, and career growth.

### Position Summary

The **Director of Corporate Partnerships** serves as the senior professional for corporate relations and corporate fundraising at Haas School of Business and is responsible for all strategic prospect planning. Reporting to the Assistant Dean of Career Management and Corporate Partnerships with a dotted line reporting relationship to the Executive Director of Development (EDD), this position plans and implements a comprehensive corporate engagement and fundraising strategy that includes multiple stakeholders across the school, including Centers and academic programs, executive education, career management, and teams within Development and Alumni Relations (DAR).

The **Director of Corporate Partnerships** consults and interacts frequently with the Dean, faculty, students, alumni, donors, and business community leaders on fundraising objectives, program goals, and corporate engagement matters. The role takes responsibility for the overall management of the identification, cultivation, solicitation, and stewardship of major gift-level prospective corporate donors.

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The Director communicates, involves, and cultivates the support of Haas school alumni, corporate leads, and donors. They develop and administer a multifaceted portfolio of innovative and complex fundraising priorities tied to corporate relationships. Fundraising priorities include identifying and stewarding senior alumni, preparing corporate overviews for donor meetings, supporting research centers in their fundraising efforts, and developing proposals for target companies. Corporate engagement priorities include driving internal collaboration and communication, sourcing contacts for faculty and other staff, generating leaders for executive education and career management colleagues, and leading the strategic goal to deepen relationships with 30 target Bay Area companies.

### **Application Review Date**

The First Review Date for this job is: January 17, 2025

### **Responsibilities**

- Manages a portfolio of up to 100 corporate relations prospects with the capacity to give between \$10,000 and \$250,000, with support and guidance from the EDD, focusing on the top 30 accounts. Makes at least five substantive contacts per month (e.g. significant moves that advance a relationship). Qualifies corporate prospects and solicits gifts directly. Ensures that predetermined fundraising goals are met and raise at least \$500K annually from corporations and corporate foundations.
- Develops and manage Haas-wide 30+ top philanthropic corporate relationships in collaboration with the CMG and DAR, partnering with executive education, faculty, program offices, centers, Haas staff, and UDAR to maximize financial impact and increase corporate engagement through an intra-departmental approach.
- Actively meets with faculty and center directors, in partnership with Career Management Group, Development and Alumni Relations, and Berkeley Executive Education, to keep updated on fundraising opportunities, provide speaker suggestions, and generate connections to industry.
- Collaborates with Development and Alumni Relations team to maintain strong industry contacts and identify alumni corporate champions to increase engagement.
- Active member of the DAR's frontline fundraising team, prioritizing weekly frontline fundraising meetings and biweekly meetings with the EDD and collaborating closely as a corporate gift officer within this larger team of leadership, major, and principal gift officers. Ensures that predetermined fundraising goals are met and implements program activities to achieve these goals.
- Actively shares information about corporate partnerships across the school and campus. Convenes monthly to quarterly corporate/business development meetings within Haas and campus UC recruiting office to leverage fully all corporate relationships for the benefit of the school as measured in fundraising results, student job opportunities, corporate

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presence/affiliation, and alumni engagement.

- Researches current and future business trends and companies, with focus on the Bay Area ecosystem. Sources new individual and corporate contacts for a variety of engagement opportunities, including on campus speaking, Exec Ed leads, Career Management leads, MBA admissions leads, and new donor pipeline. Identifies, cultivates, solicits, and/or stewards major corporate gift prospects.
- Writes proposals for solicitation of corporate prospects independently or collaboratively with a DAR partner.
- Provide ongoing consultation and support to research centers/institutes and student groups, on best practices in corporate outreach and sponsorship coordination. May oversee the work of professional and support staff involved in the implementation of multi-component fundraising programs. Recruits, trains, and supports key volunteers who assist in advancement efforts.
- Professional learning and growth: Actively contributes to a team environment that fosters and promotes a culture of diversity, equity, inclusion, justice, and belonging (DEIJB) within the unit and at Haas. Exemplifies Haas' four defining leadership principles: 1) Question the Status Quo; 2) Confidence without Attitude, 3) Students Always, and 4) Beyond yourself.
- Other duties as assigned.

### Required Qualifications

- Advanced knowledge of all aspects of fundraising, donor relations, and public relations with a particular emphasis on institutional gift fundraising.
- Advanced written, oral and interpersonal communication skills, including political acumen to establish and maintain good working relationships throughout the organization and with outside constituencies. Ability to make persuasive and compelling presentations of goals and objectives for a location in order to secure gifts.
- Advanced organizational, analytical and critical thinking skills, including skill in creative and effective decision-making and problem identification / avoidance / resolution, and strong project management skills.
- Very strong skills in maintaining confidentiality.
- Excellent strategic planning, problem-solving, persuasion/negotiation skills, and marketing skills.
- Advanced skills in making persuasive and compelling presentations of campus goals/objectives and securing gifts, including advanced skills in meeting predetermined goals and objectives through effective program/project planning, organization, execution, and evaluation.

Education/Training:

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- Bachelor's degree in related area and/or equivalent experience/training.

### Preferred Qualifications

- Advanced working knowledge of all aspects of the campus, including current issues of concern for both the campus higher education. Advanced knowledge of the campus, its vision, mission, goals, objectives, achievements and infrastructure.
- Advanced knowledge of applicable laws, rules, regulations, institutional policies, etc.

### Salary & Benefits

For information on the comprehensive benefits package offered by the University, please visit the University of California's [Compensation & Benefits](#) website.

Under California law, the University of California, Berkeley is required to provide a reasonable estimate of the compensation range for this role and should not offer a salary outside of the range posted in this job announcement. This range takes into account the wide range of factors that are considered in making compensation decisions including but not limited to experience, skills, knowledge, abilities, education, licensure and certifications, analysis of internal equity, and other business and organizational needs. It is not typical for an individual to be offered a salary at or near the top of the range for a position. Salary offers are determined based on final candidate qualifications and experience.

The budgeted salary or hourly range that the University reasonably expects to pay for this position is \$109,200 - \$158,500, commensurate with experience.

- This is a 100% full-time (40 hours per week), career position that is eligible for full UC benefits.
- This position is exempt and paid monthly.
- This position is eligible for up to 40% remote work. Exact arrangements are determined in partnership with your supervisor to meet role responsibilities and department needs, and are subject to change.

### Other Information

- This position is not eligible for visa sponsorship.



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## How to Apply

To apply, please submit your resume and cover letter.

## Conviction History Background

This is a designated position requiring fingerprinting and a background check due to the nature of the job responsibilities. Berkeley does hire people with conviction histories and reviews information received in the context of the job responsibilities. The University reserves the right to make employment contingent upon successful completion of the background check.

## Misconduct Disclosure

As a condition of employment, the final candidate who accepts a conditional offer of employment will be required to disclose if they have been subject to any final administrative or judicial decisions within the last seven years determining that they committed any misconduct; received notice of any allegations or are currently the subject of any administrative or disciplinary proceedings involving misconduct; have left a position after receiving notice of allegations or while under investigation in an administrative or disciplinary proceeding involving misconduct; or have filed an appeal of a finding of misconduct with a previous employer.

"Misconduct" means any violation of the policies or laws governing conduct at the applicant's previous place of employment, including, but not limited to, violations of policies or laws prohibiting sexual harassment, sexual assault, or other forms of harassment, discrimination, dishonesty, or unethical conduct, as defined by the employer. For reference, below are UC's policies addressing some forms of misconduct:

[UC Sexual Violence and Sexual Harassment Policy](#)

[UC Anti-Discrimination Policy](#)

[Abusive Conduct in the Workplace](#)

## Equal Employment Opportunity

The University of California is an Equal Opportunity/Affirmative Action Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or protected veteran status. For more information about your rights as an applicant, please see the [U.S. Equal Employment Opportunity Commission](#)



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poster.

The [University of California's Affirmative action policy](#).

The [University of California's Anti-Discrimination policy](#).

To apply, visit

[https://careerspub.universityofcalifornia.edu/psc/ucb/EMPLOYEE/HRMS/c/HRS\\_HRAM\\_FL.HRS.CG\\_S](https://careerspub.universityofcalifornia.edu/psc/ucb/EMPLOYEE/HRMS/c/HRS_HRAM_FL.HRS.CG_S)

### Contact Information

Please reference Academickeys in your cover letter when applying for or inquiring about this job announcement.

#### Contact

N/A

University of California, Berkeley

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