



# Example of Corporate Development Director Job Description

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Our growing company is looking to fill the role of corporate development director. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for corporate development director

- Must also be willing and able to travel within the assigned territory approximately 75%
- Build our external partner interaction
- Manage staff team members towards achieving established goals and objectives
- Ability to set strategic vision for the annual campaign and to communicate that vision with the staff and volunteer team charged with the Heart & Stroke Walk's success
- Campaign volunteer recruitment of high-level corporate volunteers to serve on the campaign Executive Leadership Team and in the Chair role
- Revenue generation through corporate sponsorships for the Heart Walk and employee & community participation in team and individual fundraising
- Develop and manage relationships with volunteers, sponsors and key corporate & community leaders
- Coordinate and manage the staff team of four to encompass every aspect of the campaign and the logistics of the events in both Hays County and Austin
- Track, report and manage results using a variety of database and campaign management systems with a proven track record in meeting sales/fundraising goals
- Partner on pursuits led or supported by other CS client relationship managers, when applicable

- Value team-work, collaboration, individual performance, and personal success
- Strong personal presence and self-confidence, capable of working effectively with the executive team down through all levels
- Ten years of relevant business experience
- Proven ability to critically think and problem solve complex business challenges within their respective functions
- Ability to gain senior and executive trust through building credibility of understanding dynamic business environments
- Strong financial mindset and ability to build business cases