



The **Global**
FoodBanking
Network®

Associate Director of Corporate and Foundation Partnerships

Chicago, IL



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Multiplying a Proven Solution

Food banking works: it is a proven solution for nourishing communities through dedicated and unified action.

The Global FoodBanking Network (GFN) is an international development organization dedicated to advancing this solution by creating a global network of food banks that empowers the world to defeat hunger. GFN helps create food banks in communities where they are needed and supports food banks where they already exist.

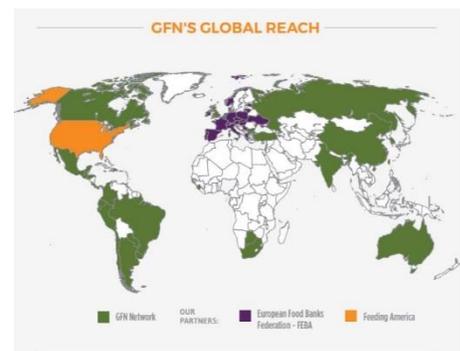
The Growth of a Community Solution

Food banking began in the United States in 1967 and flourished as a community-based model to locally redistribute edible food that would otherwise go to waste to those facing hunger. Today this model has been adopted at an international scale, throughout the U.S., Europe, and—with GFN’s help—in emerging markets.

GFN’s work is based on a crucial insight: if a food bank operating alone can alleviate hunger in a small yet mighty way, a food bank connected to a network can make an immense impact by scaling faster and operating more efficiently. GFN realizes this vision by offering expertise, resources, and connections that give food banks what they need to become leaders in communities for a hunger-free future.

Founded in 2006, today GFN directly serves food banks in more than 30 countries in Central and South America, Asia, Australia, and (to a lesser extent) in Sub-Saharan Africa. It achieves its mission through five primary offerings to the food banks it serves:

- Partner with local leaders to launch food banks in communities where they are needed and feasible.
- Invest in food bank training, technical assistance, programming, and grants to support effectiveness.
- Forge partnerships with leading multinational donors to increase investment, product donations, and employee engagement in both GFN and food banks around the world.
- Establish and promote best practices to food bank leaders.
- Set and enforce global standards to strengthen food bank operations and encourage multinational investment in a trusted network.



“Our partnership with The Global FoodBanking Network (GFN) directly supports Unilever’s mission to reduce its environmental footprint while increasing its positive social impact. Through GFN’s extended network of local food banks, we are donating products that would otherwise go to landfill and use them for the benefit of the communities we operate in.”

Katja Freiwald

Global Partnerships Director, Unilever

Funding the Solution

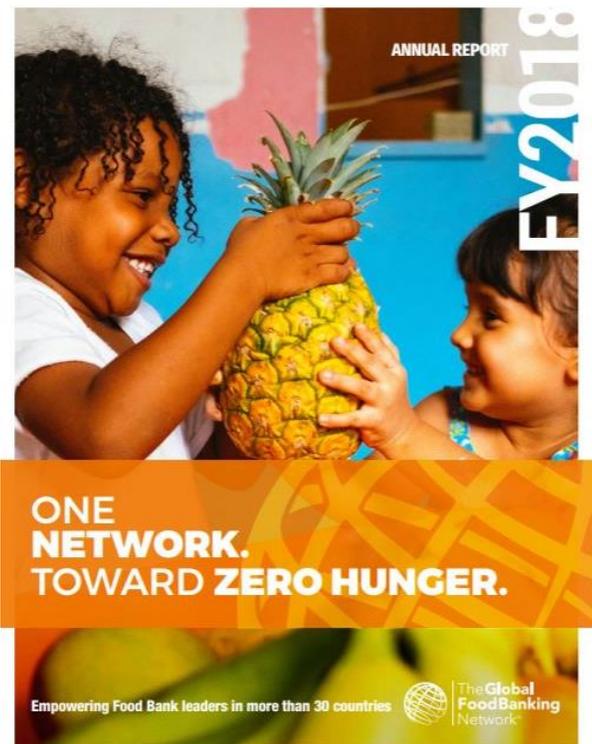
Fiscal years 2018 and 2019 were years of immense growth for GFN. The number of food-insecure and hungry people served by the GFN network increased from 6.8 million to over 9 million and the food banks GFN serves distributed 472M kilograms of food and grocery products to those in need, through more than 800 food banks in 33 countries, partnering with more than 55,200 local social service organizations. The network itself grew primarily by adding new food banks to national networks around the world.

GFN has also expanded internally to serve its growing network. Its staff has increased by more than 33% over the last several years and its budget has more than doubled to more than \$7M for FY 2020. Revenue comes primarily from corporations (about 85%) and individual giving.



Under the leadership of President & CEO Lisa Moon, GFN is launching a new strategic plan in FY 2020 and is dedicating itself to expanding and diversifying its fundraising program, with the goal of steadily increasing revenue and working toward an aspirational target of raising \$20M in annual

contributed income by 2025. GFN recently hired its first Vice President of Development and is now hiring an Associate Director of Corporate and Foundation Partnerships. This position will work with the Director of Corporate and Foundation Partnerships to manage and engage new institutions in building a global food bank network.



Corporate Partnerships

GFN’s corporate partners include a diverse range of organizations: Enterprise, General Mills, PIMCO, PepsiCo Foundation, Bank of America, Caterpillar Foundation, DLA Piper, Kellogg Company, Abbott Fund, Aqualia International Foundation, Brambles, Griffith Foods, H-E-B, Unilever, CNA, Grant Thornton, Ingredion, and MyUS.com.



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The Opportunity

GFN seeks an Associate Director of Corporate and Foundation Partnerships to recruit new corporate partners to invest in GFN and its food bank members. The Associate Director will be charged with identifying and forging revenue-generating relationships with corporate partners and stewarding a portfolio of current corporate relationships of at least \$2,000,000 to support the strategic goal. It is expected that the Associate Director will generate at least \$1.5M in new support in year one and grow the portfolio to at least \$4M in new support by year three.

GFN carries out its corporate partnerships through a matrixed approach. On the development team, the Director of Corporate and Foundation Partnerships solicits and stewards a portfolio of corporate relationships that exceeds \$5M. On the programming team, the Director of Network Programs and a Network Programs Officer ensure that the corporate partnership is carried out in the field in a way that advances hunger relief and supports food banks around the world. The Associate Director will join this collaborative team of professionals, with a formal seat on the development team and a focus on generating new partnerships.

The Associate Director will help support the senior management team in corporate outreach to advance the mission of hunger relief through the food banking model. This is an externally-facing role for a skilled, mid-career development professional who enjoys voraciously networking and building long-term, collaborative partnerships that support shared interests.

Specific responsibilities include:

- ❖ In partnership with the Director of Corporate and Foundation Partnerships, refine GFN's corporate partnership program to increase support through a range of entry points including general operation support, restricted support, grants to member food banks, sponsorships, and cause-marketing.
- ❖ Solicit and develop revenue-generating partnerships with corporations in a way that advances the interests of the partner, GFN, and the cause of food banking globally.
- ❖ Identify, pursue, and develop relationships that lay the groundwork for 6-, and 7- figure gifts.
- ❖ Utilize a moves management process that increases the number of corporate donors and moves them up the giving ladder.
- ❖ Leverage the relationships and ideas of senior management, the GFN Board of Directors, and current corporate partners to make solicitations of corporations more effective.
- ❖ Work closely with the Programs team to strengthen corporate partnerships by providing regular updates, creating impact reports, ensuring accurate recognition across all aspects of GFN presence and collateral, and arranging site visits as requested.
- ❖ Make quarterly forecasts for the portfolio's corporate revenue pipeline.
- ❖ Regularly update and ensure accuracy of all major gift records in Salesforce database.



The Candidate

The successful candidate will be results-oriented and tirelessly committed to inspiring new partners to join the fight against global hunger and food waste. The ideal candidate will thrive on identifying, cultivating, and securing gifts from new donors. They will enjoy introducing GFN's work to companies that have not been previously involved, be effective at explaining what makes the organization unique and worthy of investment and be creative at laying out pathways for collaboration that result in revenue-generating, long-term partnerships. The Associate Director will bring a strong command of fundraising best practices, fundraising tools, and enthusiasm for raising money.

Background

- ❖ At least 8-10 years fundraising experience and a proven track record, with a focus on corporate donor cultivation and acquisition.
- ❖ Interest in building an organization with a critical mission and a genuine desire to empower organizations serving the hungry in communities around the world.
- ❖ Bachelor's degree is required.

Fundraising Skills and Accomplishments

- ❖ Track record of successfully building a corporate donor pipeline and fostering corporate engagement.
- ❖ Experience developing strategies to diversify a donor base and increase annual revenue.
- ❖ Proven ability to fundraise for programmatic work, with a record of receiving 6- and 7-figure corporate gifts.
- ❖ Ability to creatively identify shared interests and shape partnerships in a way that benefit both the interests of the corporate investor and the non-profit organization.

- ❖ Strong oral and written communication skills, with a proven ability to excite and inspire potential partners for a cause; proposal writing skills are essential.
- ❖ Demonstrated ability to initiate and strengthen revenue-generating relationships with multi-national businesses, preferably in the agri-food business sector.
- ❖ Experience with mainstream fundraising software, such as Salesforce.
- ❖ Record of proactively communicating among and outside a fundraising team.

Work Style

- ❖ Comfort with ambiguity, ability to work autonomously, and willingness to take a creative approach to solving problems.
- ❖ Drive to achieve (and exceed) financial goals and objectives and look ahead to strategies to achieve long-term results.
- ❖ Comfort working in a fast-paced, goal-oriented and entrepreneurial environment.
- ❖ Respect for community-based models of change and commitment to empowering community partners.
- ❖ Ability and willingness to travel for donor meetings and events (anticipated travel is 15%-25% of the time).





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Questions, résumés, and CVs should be sent
to search@driconsulting.com

All first round interviews for this position will take place at Development Resources, *inc.* at 1820 N. Fort Myer Drive, Suite 702, Arlington, VA 22209, (703) 294-6684, or via telephone/video conference.

DRi is an executive search and development consulting firm that recruits senior leaders and works with them to build talented teams, create bold strategic plans, and design powerful fundraising programs.

The Global FoodBanking Network is an Equal Opportunity Employer. It embraces a philosophy that recognizes and values diversity. Its goal is to attract, develop, and retain a talented, diverse workforce in a culture where all employees will contribute to their fullest potential.



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