



Director of Corporate Relations

Westside Future Fund

Atlanta, GA

Salary: \$125,000 - \$135,000

The Westside Future Fund is a community-based nonprofit whose mission is to create a community Dr. Martin Luther King, Jr. would be proud to call home. Serving five historic Atlanta neighborhoods (English Avenue, Vine City, Ashview Heights, Atlanta University Center, and Just Us), Westside Future Fund (WFF) is dedicated to compassionate, place-based revitalization. Driven by the belief that every Atlantan deserves to belong in the city's progress, the organization works to ensure that the historic Westside remains a vibrant place where legacy residents can permanently live, learn, work, and thrive.

Westside Future Fund focuses on four core impact areas: mixed-income housing, cradle-to-career education, safety and security, and community health and wellness. Through strategic community partnerships, philanthropic investments, and innovative programs like Home on the Westside, Westside Future Fund seeks to empower residents to rent, buy, or retain their homes so they can stay in the neighborhoods they love.

Westside Future Fund partners with civic, corporate, and individual sponsors. Westside Future Fund seeks a relationship-driven and results-oriented Director of Corporate Relations to grow corporate philanthropy and deepen engagement with Atlanta's business community. This position will manage corporate relationships, develop partnerships and sponsorships, engage volunteer leaders, and lead fundraising initiatives that advance WFF's mission across Atlanta's Historic Westside. The Director of Corporate Relations will also participate in WFF's community and fundraising events, including The Ride for the Westside, a run-walk-ride celebration to support WFF's neighborhoods.

About Westside Future Fund

Westside Future Fund is a place-based nonprofit working to improve the quality of life for residents of Atlanta's Historic Westside. Founded in 2014 by Atlanta's corporate, civic, and community leaders, WFF advances a holistic approach to community revitalization and economic mobility in the historic neighborhoods of Vine City, English Avenue, Ashview Heights, Atlanta University Center, and Just Us.

Reporting to the Chief Development Officer, the Director of Corporate Relations will connect corporate and philanthropic partners to meaningful opportunities to invest in WFF and the Historic Westside. The Director will help grow revenue, strengthen partnerships, engage volunteer and young professional leaders, and build a strong pipeline of philanthropic support.

The successful Director of Corporate Relations will possess the following competencies:

Communicates Effectively

Developing and delivering multi-mode communications that convey a clear understanding of the unique needs of different audiences

Builds Networks

Effectively building formal and informal relationship networks inside and outside the organization.

Drives Results

Consistently achieving results, even under tough circumstances.

Instills Trust

Gaining the confidence and trust of others through honesty, integrity, and authenticity.

Stakeholder Focus

Building strong stakeholder relationships and delivering targeted solutions.

Collaborates

Building partnerships and working collaboratively with others to meet shared objectives.

Job Qualifications and Skills

- Minimum 5–7 years of fundraising, corporate relations, sponsorship, or partnership development experience, preferably in a nonprofit, corporate philanthropy, or CSR environment.
- Demonstrated success cultivating, soliciting, and stewarding corporate donors and sponsors, including managing a portfolio and achieving revenue goals.
- Strong relationship-building skills with the ability to engage corporate executives, donors, board members, volunteer leaders, and community stakeholders.
- Experience developing and executing corporate fundraising, sponsorship, and signature event strategies that generate revenue and deepen engagement.
- Excellent written, verbal, and presentation skills, with the ability to develop proposals, donor communications, and compelling partnership opportunities.
- Strong project management skills and experience using CRM systems to manage relationships, fundraising activity, and pipeline performance; Salesforce preferred.
- Collaborative, proactive, and results-oriented approach with a commitment to WFF's mission and flexibility to work occasional evenings and weekends.
- Bachelor's degree in business, communications, nonprofit management, or related field, or equivalent work experience

Corporate Fundraising & Portfolio Management

- Lead WFF's corporate fundraising strategy to grow annual gifts, sponsorships, and multi-year partnerships.
- Manage a portfolio of corporate and select individual prospects and donors, developing strategies for cultivation, solicitation, stewardship, and renewal.
- Identify, qualify, and secure new donors and corporate partners while maintaining a strong fundraising pipeline and progress toward annual revenue goals.

Volunteer & Community Leadership

- Recruit and engage corporate and volunteer leaders to support WFF's fundraising campaigns, events, and donor engagement efforts.
- Equip volunteer leaders with clear goals, prospect strategies, talking points, progress updates, and followup plans to support fundraising success.
- Build strong relationships with corporate leaders, board members, donors, volunteers, and community stakeholders to expand WFF's network and philanthropic support.

Young Professional Advisory Board

- Provide strategic leadership for WFF's Young Professional Advisory Board (YPAB), partnering with Co-Chairs to establish annual goals and ensure overall board success.
- Lead YPAB recruitment, retention, and engagement strategies to maintain a strong and active pipeline of young professional leaders.
- Support YPAB members in achieving annual goals for fundraising, volunteerism, member engagement, and mission-focused activities.

Signature Events & Sponsorships

- Lead fundraising and sponsorship strategy for assigned signature events, including sponsor cultivation, solicitation, volunteer engagement, stewardship, and revenue growth.
- Provide Development leadership for the Transform Westside Summit series and other key WFF events in partnership with Marketing & Communications and other internal teams.
- Partner with staff, volunteers, and vendors to deliver strong events that generate revenue, deepen donor relationships, and create meaningful sponsor experiences.

Annual Campaign, Collaboration & Reporting

- Provide leadership for assigned Annual Fund and donor engagement strategies, with emphasis on corporate giving, sponsorships, donor acquisition, and renewals.
- Partner with the Chief Development Officer and internal teams to develop proposals, sponsorship materials, donor communications, and strategies that advance annual fundraising goals.
- Maintain accurate donor and prospect information in Salesforce and regularly track and report fundraising pipelines, activity, revenue, and progress toward goals.

The Westside Future Fund team works together in person in their offices off Donald L. Hollowell Boulevard, next to the Westside BeltLine Connector. Applicants should be willing to come to the office daily.

The salary range for the Director of Corporate Relations is \$125,000 - \$135,000.

Westside Future Fund offers a generous benefits package including:

- 401(k) matching
- Health, Vision, Dental, and Life insurance
- Paid time off
- Parental leave

Timeline and Next Steps

If you are interested in this position, please [click here](#) to submit a resume and cover letter. All applicants will receive an email confirming receipt of their application.

We encourage candidates of all backgrounds to apply even if you do not meet all of the qualifications outlined above.

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