



Position title: **Corporate Advancement Manager**
Reports to: Chief Advancement Officer
Effective: January 7, 2022
Status: Part time: 24 hours/week

Envisioning a Healthy World Ocean

All life on Earth depends on a healthy Ocean. It is up to us, our planet's only caretaker, to take action to protect this fragile resource. There is no Planet B. At Seacoast Science Center, we believe the key to inspiring conservation of our natural resources lies in education and direct experience with marine ecosystems. Understanding the challenges, considering solutions, adapting behavior, and taking action will have a transformational impact on our New England waters. As we contemplate the future, we look to the ocean for our inspiration.

Seacoast Science Center

Seacoast Science Center is a beloved anchor of the NH seacoast community – a place to learn and have fun while developing an appreciation for our coastal environment and its inhabitants. At our home in historic Odiorne Point State Park, one of New Hampshire's ocean-facing treasures, we inspire visitors to discover the wonders of our natural habitats. Families are encouraged to get their feet wet in the tide pools, explore the touch tank full of wondrous creatures from the Gulf of Maine, be awed by the sea life in aquarium exhibits, and develop a deeper appreciation for the preservation and health of our oceans.

As the only ocean-centric science museum in the region, Seacoast Science Center is an integral part of New Hampshire's cultural economy and educational opportunities, attracting 90,000 visitors annually, with 30,000 participating in school-related field trips and summer camp programs – pre-Covid. A valued public resource, we encourage social interaction, community collaboration, and the pursuit of shared interests.

Position Summary

Reporting to the Chief Advancement Officer, the Corporate Advancement Manager will have primary responsibility for raising funds from corporate partnerships and cause marketing sources.

The Corporate Advancement Manager must be a proactive, confident self-starter who thrives in a fast-paced environment that values results. They will be persistent and driven to succeed in growing a robust pipeline of corporate philanthropic support and closing large sponsorships and cause marketing opportunities to exceed goals.

The ideal candidate will have strong relationships with national and local funders.

Primary Responsibilities

- Research, identify, qualify, solicit, and close new corporate funding opportunities that align with SSC programs and goals with an eye towards the launch of a full-scale capital campaign.
- Establish, manage, and maintain strong relationships with existing corporate funders.
- Communicate the SSC value proposition with passion and persuasion.
- Establish sponsorship and cause marketing opportunities with a menu of benefits for funders.
- Work collaboratively with Advancement team and Communications team to develop compelling corporate partnership opportunities including corresponding impact projections, timelines, and budgets with great attention to detail and sensitivity to the audience.
- Renew existing funding opportunities and/or identify new funding opportunities.
- Create and maintain a calendar of upcoming partnership and reporting deadlines including pipeline reports and revenue projections.
- Manage corporate funder database.

- Work closely with the Advancement Coordinator to ensure timely acknowledgment of all gifts. Coordinate donor recognition.
- Track funder actions and maintain accurate, timely, and comprehensive records in SSC's CRM database.
- Keep current on news, trends, and best practices associated with the philanthropic sector.
- Undertake special projects, administrative tasks, and other functions, as assigned.

Key Competencies

- Ability to analyze and present data effectively, make decisions, allocate resources, and align efforts with opportunities.
- High level of organization with attention to detail.
- Superb verbal, written, and interpersonal communication skills; the ability to communicate in a compelling and succinct manner.
- Ability to think strategically and contextually, to anticipate the needs and expectations of executive leaders, and to identify and adapt well to evolving needs and opportunities.
- Self-motivated, self-sufficient, solution-oriented, takes initiative, and is driven to lead and collaborate with others to achieve success.
- Thrives in a fast-paced environment by multi-tasking, acting as a cross-functional team leader, and strong contributor on team projects with stellar project management skills.
- Strategic, proactive, and forward thinking.
- Persuasive, outgoing, and confident.
- Possesses the highest standards of personal and professional integrity, acting with tact and discretion, in a positive manner, respecting confidentiality and proprietary information.
- Adheres to and promotes SSC's mission, core values, and strategic priorities.

Education & Experience

- 5-7 years institutional giving, grant writing/proposal development, or similar fundraising experience in a similar role at an organization of comparable size and complexity. Previous (corporate) sales experience is a plus.
- Demonstrated success in securing sponsorship and cause marketing opportunities.
- Portfolio management experience is beneficial.
- Proficient with CRM systems, GoogleSuite.
- Knowledge of relevant analytical tools and wealth screening is beneficial.

Compensation, Time and Classification

- This is a part-time, 24 hours a week, \$30,000 salaried position.
- Working hours, including working from home opportunity, to be discussed upon hire with the Chief Advancement Officer.
- Competitive health and ancillary benefits.
- Looking for candidates to start immediately.

To Apply: Please send cover letter and resume to careers@sscnh.org.

Seacoast Science Center is committed to creating a diverse work environment and is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status.