

Corporate Partnerships Officer

Food Banks Mississauga's vision is a **Mississauga where everyone is food secure**. Our mission is to lead our agency network to realize a food-secure Mississauga by providing and promoting access to healthy and appropriate food.

Job Purpose

The Corporate Partnerships Officer is responsible for developing and managing strategic partnerships and is one of two corporate partnerships officers (in assigned industries) who generate sustainable revenue and create meaningful impact. Fundraising tactics range across corporate and corporate foundation grants, employee giving programs, volunteer engagement initiatives, sponsorships, and cause-related marketing. **Industries of Focus:** financial services, information & communications technology, and construction.

Key Performance Areas

Portfolio Strategic Oversight: (35%)

- Personally manage a portfolio of donors and prospects, leveraging moves management and consultative selling principles to secure new and grow current corporate partnerships to meet or exceed annual revenue targets
- Build and execute a communications plan, including face-to-face meetings, mass and personal emails, and phone follow-ups to cultivate and solicit previous and prospective donors, in collaboration with the Marketing team
- Support developing and implementing stewardship strategies to ensure long-term, mutually beneficial partnerships, engaging the Director of Development or CEO when necessary
- Stay informed on industry benchmarks, corporate giving trends, and integrate insights into adapting fundraising strategies and solicitation plans for the best results - we are an organization that learns from our mistakes and prioritizes constant improvement
- Craft compelling proposals and presentations tailored to corporate audiences from organizational templates

New Business Development (35%)

- Conduct ongoing research to identify new potential corporate donors and partners that align with Food Banks Mississauga's mission and funding priorities



- Manage a pipeline of corporate partnership prospects, supporting the cultivation of relationships from initial contact to securing partnerships

Sponsorship (20%)

- Full-cycle sponsorship management, including acquiring, growing, and renewing sponsorships, liaising with the Marketing and Communications department to ensure contract deliverables are met, and preparation and delivery of fulfilment reports
- Responsible for the valuation and packaging of corporate sponsorships, as well as preparing contracts and sponsorship agreements

Other Duties as Assigned or Required (10%)

- Support the preparation of the budget (corporate and sponsorship portfolio) in partnership with peer Corporate Partnerships Officer and the Director of Development
- Participate and assist in activities, initiatives, and special projects as requested

Education and Experience

Minimum 5 years of directly related experience in fundraising/development, focussed on sponsorship and corporate giving programs OR relevant experience in sales

College diploma or university degree in a relevant field

- Demonstrated experience with CRM databases (preferably Raiser's Edge) or other moves-management systems
- Demonstrated successful relationship-building experience that resulted in achieving revenue goals

Skills, Competencies, and Qualities

Passion. A passion for mission-driven work and personal values aligned with those of FBM. Concern for and interest in issues of poverty, food security, and/or social justice.

Proactivity/Enthusiasm/Persistence. Act without being told what to do. Passionate and excited about work. Can-do attitude. Ability to work autonomously while being aware of the importance of accountability.

Communication. Speak, listen, and write English in a clear, confident, respectful, thorough, and timely manner using appropriate and effective communication tools and techniques.



Relationship Building. Internal and external relationship-building skills. Demonstrated ability to work effectively with donors and prospects, staff, volunteers, and other relevant stakeholders. Build trust-based relationships based upon mutual respect, with the ability to maintain confidentiality and discretion.

Technical. Excellent skills in MS Office and/or Google Apps for business; experience with CRM database, preferably Raiser's Edge. Ability to learn new systems quickly. FBM is a cloud-based, paperless environment.

Leadership. Influence, inspire, and motivate others around you to participate and take action. Professional presence, approachable. Self-aware of strengths and weaknesses. Demonstrates integrity.

Flexibility/Adaptability/Innovation. Flexible, versatile, and/or tolerant in a changing work environment while maintaining effectiveness and efficiency. Adjust quickly to changing priorities and conditions. Cope effectively with complexity and change. Discover, develop, and promote new ideas.

Problem-Solving Skills. Assess situations to determine the importance, urgency, and risks and make clear, timely decisions that are in the best interests of FBM.

Organization. Set goals, implement action plans, document, evaluate, and learn. Committed to exceeding standards. Ability to carry out multiple tasks and meet deadlines.

Detail-Oriented. Conscientious and high attention to detail. Manage multiple tasks effectively and efficiently, with superior organizational skills and an ability to work under a deadline.

Why Work for Us?

Be proud of helping to relieve food insecurity in Mississauga by providing and promoting access to healthy and appropriate food.

Join a fantastic culture where people laugh a lot, pitch in during those "all-hands-on-deck" times, and enjoy celebrating together at birthdays, holidays, and team outings. We work hard to live our values of Integrity First, Bold Mindset, Respect For All, and Collaborative Leadership.

We value the contributions of our staff, so we have a professional workspace, up-to-date technology, and a lunchroom with all the tea or coffee you can drink.

We offer great benefits, including 3 weeks of paid vacation starting in your first year, RRSP contribution matching up to 5% of salary, cell phone reimbursement, solid health insurance including an employee assistance program, free parking, generous flex days policy (for sickness or personal needs), summer and holiday "wellness days", and funding for professional development.



Food Banks Mississauga is a certified Living Wage Ontario employer, was named a 2025 Top 5 Impact: Toronto Charity by Charity Intelligence, and is accredited by the Food Banks Canada Standards of Excellence.

Role Details

Relationship: This position reports to the Director of Development and will work closely with the other Corporate Partnerships Officer

Position Type: Full-time, hybrid, minimum 2 days a week on site. Opportunity for fully remote, up to 2 weeks a year. Occasional evening and weekend work required (lieu time may be accrued)

Compensation: Starting salary of \$80,000 - \$89,000

Environment: Our office is a modern space that fosters collaboration and creativity and is located beside our warehouse, from where we distribute food. Teams work together, sharing ideas and solutions in a supportive atmosphere. Employees are also equipped with technology, so that our team can connect via virtual and in-person meetings and maintain a strong sense of community. We prioritize work-life balance and encourage a positive, collaborative attitude towards achieving goals

As part of its commitment to racial justice and reconciliation, FBM encourages applications from those who identify as Black, Indigenous, People of Colour, and other under-represented communities. We welcome applications from people with disabilities. Accommodations are available on request for candidates taking part in all aspects of the selection process.

For BambooHR:

Application Questions

	Yes	No	Required
Resume	X		X
Desired Salary		X	
Address	X		
Cover Letter	X		X
Twitter username		X	
Highest education		X	
Linkedin URL	X		

Referred by (Name)		X	
College/University		X	
Date Available	X		
Website, Blog or Portfolio		X	
References		X	

Additional Questions

Formats available - short answer, long answer, yes/no, multiple choice, checkbox, file upload

- We are committed to building a diverse and inclusive workplace. Please share how your unique experiences and perspectives would contribute to our organization's diversity and culture. (mandatory question)