



Director, Corporate & Industry Partnerships

About Lupus Foundation of America

Established nearly 50 years ago, the Lupus Foundation of America is the driving force behind efforts to increase public and private investment in lupus research, developed safer and more targeted therapies, and improve public, patient and professional awareness and understanding of the disease and its health effects.

Position Summary

The Director, Corporate & Industry Partnerships will report to the SVP, Development & Fundraising and provides strategic leadership for the Lupus Foundation of America's corporate giving program, with responsibility for growing revenue, strengthening corporate partnerships, and expanding opportunities that support the Foundation's research, education & support services, advocacy, and signature events.

This position works closely with the President & CEO, SVP, Development & Fundraising, the LFA Executive Leadership Team, and other members of the development & fundraising team. As a member of the Development & Fundraising team, the Director manages a team of two to lead corporate sponsorship, CSR partnerships, cause marketing, retail promotions, corporate grants, corporate teams, and strategic alliances. The Director is responsible for building a strong pipeline of corporate & industry prospects, securing and stewarding partnerships, managing key relationships, creating compelling proposals and stewardship materials, and ensuring strong visibility and value for both the Foundation and its partners.

Position Duties and Responsibilities

- Develop and implement an annual corporate engagement strategy that grows revenue through corporate sponsorships, charitable contributions, CSR partnerships, corporate teams, cause marketing, retail promotions, corporate grants, and strategic alliances.
- Identify, qualify, cultivate, solicit, secure, and steward corporate partners in support of LFA's mission and strategic priorities with key collaborations in the Pharma industry.
- Build and manage a pipeline of corporate prospects and current partners, using data, market trends, internal relationships, and volunteer connections to expand revenue.
- Create proposals, sponsorship packages, presentations, partner updates, stewardship reports, and other materials that support cultivation, solicitation, fulfillment, renewal, and growth.
- Manage and strengthen relationships with corporate partners, ensuring strong communication, clear expectations, appropriate recognition, and successful fulfillment of partnership benefits.
- Oversee and manage the LFA Corporate Advisory Council, including member engagement, meeting preparation, follow-up, and alignment with corporate engagement goals.
- Work closely with the LFA Network Development team to develop national and local corporate opportunities connected to the National Walk to End Lupus Now campaign and other community-based signature events.

- Coordinate closely with senior mission team leadership to identify, develop, and steward collaborative, value-based corporate and industry partnership opportunities that advance organizational priorities, ensuring alignment across internal teams and a cohesive approach to partner engagement.
- Collaborate with the President & CEO; SVP, Development & Fundraising; board members; volunteers; and staff to leverage relationships and advance corporate fundraising opportunities.
- Manage the corporate engagement budget in partnership with the SVP, Development & Fundraising, including revenue forecasting, expense management, progress tracking, and regular evaluation against goals.
- Maintain strong knowledge of LFA's research, education & support services, advocacy, and community programs to ensure corporate opportunities are aligned with the Foundation's mission and priorities.
- Supervise two team members supporting the corporate engagement portfolio, with the potential to manage additional team members as the program grows.
- Perform other development-related duties as assigned by the SVP, Development & Fundraising or President & CEO.

Candidate Qualifications

Candidates should demonstrate:

- Bachelor's degree required and 7+ years of progressively responsible fundraising experience, with demonstrated success in corporate sponsorship, corporate giving, CSR, cause marketing, retail promotion, corporate grants, or related partnership models. Experience developing partnerships within the pharmaceutical, healthcare, or related industries is strongly preferred, along with experience in a national health organization or nonprofit.
- Proven ability to identify, cultivate, solicit, secure, and steward corporate partners, including five- and six-figure sponsorships, grants, and strategic alliances.
- Experience developing compelling written proposals, sponsorship packages, presentations, stewardship reports, and partner-facing materials.
- Strong relationship management skills, with the ability to build trust and work effectively with corporate partners, volunteers, board members, senior staff, colleagues, vendors, and other stakeholders.
- Experience managing multiple corporate partnerships from proposal through activation, fulfillment, recognition, reporting, and renewal.
- Ability to supervise, and develop staff while managing competing priorities, deadlines, budgets, and revenue goals.
- Strong strategic, analytical, organizational, and problem-solving skills, with careful attention to detail and follow-through.
- Excellent written, verbal, and presentation skills, with the ability to adapt communication style for different audiences.
- Proven effectiveness in engaging volunteer and staff leadership in fundraising strategy and relationship development.
- Ability to work independently and collaboratively in a fast-paced, team-based environment.
- Comfort using fundraising databases, project management tools, online fundraising platforms, and Microsoft Office. Experience with Blackbaud LCRM, Luminate Online, TeamRaiser, and Redbooth is helpful.
- Ability to work occasional evenings and weekends and travel as needed (approximately 20%).

Location & Compensation

This position is open to candidates anywhere in the United States. Candidates based in Northern Virginia, Washington, DC, or Southern Maryland will follow a hybrid schedule with routine time at the LFA's DC Office. A competitive salary and benefits will be provided to the candidate of choice.

POLICY ON PLACEMENT AND RECRUITING

The Batten Group and Lupus Foundation of America, Inc. are equal opportunity employers committed to identifying and recruiting highly qualified candidates based on their experience, leadership capabilities, competencies, and qualifications necessary for success in the position. All qualified applicants will receive consideration without regard to race, color, religion, sex, national origin, age, disability, veteran status, or any other status protected by applicable law.