



Corporate Sales Associate

Are you an exceptionally driven individual with a natural gift for selling and fundraising? Does the idea of generating revenue to further the mission of environmental stewardship resonate with you? Do you possess the intuitive ability to relate with others on a deeper level, the persuasive talent to move people to action, and the intellectual acumen to help organizations recognize the positive impact a partnership could have in their business?

The Arbor Day Foundation is seeking an outstanding sales associate to join our Corporate Partnerships team with the primary responsibility of increasing funding for our various programs. An ability to communicate the mission in an authentic and inspiring manner is important. This role is responsible for acquiring donations from current and potential corporate partners through major gifts, sponsorship programs and cause marketing campaigns. The ideal candidate excels at the entire spectrum of the sales process including prospecting, negotiation, closing and relationship management. We seek an individual that can work with our corporate partners to identify opportunities that are mutually beneficial.

The Foundation offers an excellent working environment, salary commensurate with experience, an attractive benefits package, and the opportunity to enhance our environmental impact. If you thrive in a fast-paced, high-energy environment where you can make a difference, please send a cover letter and resume to: Arbor Day Foundation, Human Resources, 211 N. 12th St., Lincoln, NE 68508, or talent@arborday.org.

Responsibilities:

- Solicit corporate funding through sponsorship programs and cause-marketing campaigns.
- Identify and cultivate relationships with large and small businesses to generate donations that support the Foundation's mission.
- Meet sales goals and expectations.
- Assist in the development and implementation of new products and programs.
- Develop and manage individual budget.
- Provide excellent client service to corporate partners.
- Conduct fundraising calls and face-to-face presentations to generate new business accounts.
- Effectively negotiate contracts and formal agreements, and manage relationships with multiple prospects.
- Conduct research on potential corporate partnership opportunities.
- Strategically determine marketing materials for prospective audiences, along with approving promotional materials for implemented programs.
- Coordinate internal and external communications to meet client needs and specifications.
- Some travel required.

Qualifications:

- A passion for the Foundation's mission, nature, environmental stewardship, and people.
- Minimum of 3 years of successful sales experience, preferably business to business.
- Excellent relationship building skills.
- Effective negotiation skills.
- Skill to articulate the Foundation's programs and impact in a manner that connects with corporate partners.
- Proficient in basic computer applications.
- Positive attitude, strong work ethic, and a high degree of professionalism.