



Democratic Legislative Campaign Committee

The Democratic Legislative Campaign Committee's mission is to win Democratic majorities and build Democratic power in state legislatures. The DLCC has been working with state legislative leaders for over two decades to invest strategically in state programs and rebuild the Democratic Party from the ground up. As the only organization focused exclusively on winning majorities and building Democratic power at the state legislative level, their 50-state operational blueprint and strategic, data-driven programs ensure that state Democrats have the training, staff, and resources they need to win.

Director of Corporate Relations

Be a part of the Finance team that is instrumental to DLCC taking back our state legislatures and—by winning crucial redistricting fights—remaking the U.S. Congress to re-enfranchise millions of voters and end the GOP-led gridlock that's obstructing progress.

Our task is no less than to teach a generation of voters about the central role their state legislatures play in their day-to-day lives, and in the shaping of the country.

This position will report to the Development Director and is based in Washington, DC.

The Director of Corporate Relations is expected to model the values of the DLCC:

- Transparency
- Credibility
- Initiative
- Teamwork
- Focus on Results

The Director of Corporate Relations provides leadership and management to the team responsible for all corporate and association fundraising for DLCC. The Director of Corporate Relations will report to the Development Director and work closely with the Executive Director to be innovative and creative, risk tolerant and results-focused. The corporate giving team raises funds through memberships, sponsorships, and events.

Responsibilities include:

- Develop, manage, and execute corporate giving program including a fundraising plan, event plan, collateral, call-time plan, and budget;
- Set and achieve corporate fundraising goals;
- Manage staff and external fundraising consultants;

- Build and maintain relationships with donors, external partners, and DLCC Board of Directors;
- Manage corporate prospecting and research efforts;
- Implement a systematic plan for follow-up and donor cultivation;
- Develop, manage, and execute the role of DLCC Board of Directors, Chamber leaders, and Democratic legislators as assigned in corporate fundraising;
- Other duties as assigned.

Qualifications include:

- Minimum four years of corporate fundraising or two cycles of campaign experience;
- Communicate effectively in both written and oral forms;
- Experience managing both staff and consultants;
- Entrepreneurial, adaptable, and both innovate and risk-taking approach to program development and strategic planning;
- Experience in a highly collaborative environment and ability to work collaboratively across departments;
- High energy, results focused and a passion for the mission of DLCC.

Requirements include:

The requirements, including but not limited to physical demands, described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. All DLCC employees must be able to operate a computer and use a cell phone. Many roles at the DLCC include business travel expectations, and most roles also require communicating with key external stakeholders of the organization in person, via the telephone, or via email.

Essential functions of the role of Director of Corporate Relations include:

- While performing the duties of this job, the employee is frequently required to communicate using the telephone, email, and in person with stakeholders; stand; sit; reach with hands and arms; talk and hear. The employee is frequently required to walk. The employee must occasionally lift and/or move up to 10. Specific vision abilities required by this job include close vision, and ability to adjust focus.
- This position requires the employee to periodically travel across the country and attend meetings and conferences offsite.



How to Apply:

Salary is commensurate with experience and qualifications. In addition, the DLCC offers a generous benefit package, including fully paid health/vision/dental insurance, an up to 6% employer retirement contribution, transit and FSA subsidies, and more.

Please submit a cover letter, resume, and three professional references to jobs@dlcc.org by Friday, December 21. Please reference “Director of Corporate Relations” in the subject line. No calls please.

The DLCC is committed to diversity among its staff, and recognizes that its continued success requires the highest commitment to obtaining and retaining a diverse staff that provides the best quality services to supporters and constituents. The DLCC is an equal opportunity employer and it is our policy to recruit, hire, train, promote and administer any and all personnel actions without regard to sex, race, age, color, creed, national origin, religion, sexual orientation, gender identity or expression, physical or mental disability, personal appearance, marital status, family responsibilities, genetic information, or any other legally protected basis. The DLCC will not tolerate any unlawful discrimination and any such conduct is strictly prohibited.

