



A PURPOSE-DRIVEN WORKFORCE.  
A STRONGER COMMUNITY.

## Director, Client Growth

### Executive Summary

Over the past fifteen years, [Common Impact](#) has built the leading model to connect talented professionals from global companies to high-potential local nonprofits. As corporate involvement in Corporate Social Responsibility (CSR) and skills-based volunteering grows rapidly, Common Impact is expanding to meet the new demands of this exciting field.

The Director of Client Growth will be responsible for supporting the growth and evolution of new and existing corporate partnerships in order to further strengthen our ability to meet the needs of the communities that we serve.

Joining our team of cross-sector consultants in delivering high-quality solutions to Fortune 500 companies, the Director of Client Growth will drive innovation and growth at our current clients and lead the development of new client relationships. Reporting directly to the CEO, this is an exceptional opportunity, for an experienced leader to expand Common Impact's proven model of social impact.

### Challenges for the Director, Client Growth

- ***Building new relationships and nurturing existing relationships with company clients.*** You will work closely with the CEO to create relationships with two to three new corporate clients during your first six months. Additionally, you will be responsible for creating and executing two strategies: one to maximize the value that existing corporate partners realize from working with Common Impact and a second to build relationships with new corporate partners. In doing so, you can expect to research prospective corporate clients, create materials to “pitch” to these companies, and prepare required reporting materials on the impact of our programs.
- ***Meeting revenue goals for corporate partnerships.*** During the annual budget process, you will work closely with the CEO to set appropriate revenue targets for business from corporate clients. For the coming fiscal year, this revenue target will approach \$1,000,000. You will be responsible for conducting the research that informs

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these goals and, subsequently, for creating the business development plans that detail how we will meet these goals. You will have a budget to use in support of this work.

- ***Managing and Evolving Current Partnerships:*** In partnership with Common Impact’s Director of Consulting Programs, you will be responsible for managing and growing the business of Common Impact’s current corporate partners. Common Impact maintains strong relationships with 15-20 Fortune 500 corporate accounts at any given time, and a key to our success is evolving these relationships from their initial conception, and expanding the impact of our programming with each of these relationships.
- ***Enhancing the organizational culture at Common Impact.*** At Common Impact, we strongly believe that the spirit in which we do our work is as important as the work itself. We pride ourselves on excellence, innovation, fostering collaboration between groups that might not otherwise interact, and a willingness to have fun with our work. A successful candidate for this position will also hold these values and be excited about the mission of Common Impact.

## Requirements for this Position

The Director of Client Growth position is a unique, exciting position that will allow you to use and develop a number of different skillsets.

- ***Experience developing new client and corporate partnerships.*** The candidate for this position must have experience leading new and current corporate client development, including conducting research to identify corporate targets, building forecasts to quantify Common Impact’s business pipeline, and leading the preparation and facilitation of “pitch” meetings.
- ***Confidence and comfort in a variety of client-facing roles.*** In this position, you will work with everyone from a director of a two-person nonprofit to a senior leader at a Fortune 500 company. We are looking for someone who is a proven leader, as well as a strong presenter and meeting facilitator, and who understands how to form meaningful relationships with diverse parties.
- ***A creative, strategic approach to client management.*** The Director of Client Growth will be overseeing a subset of Common Impact’s current corporate client relationships that are well positioned for growth. We are looking for an individual who can think beyond operationalizing a current program, and think creatively and

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effectively about how to expand the reach and impact of those programs. We are also looking for an individual who has an appetite to understand industry trends and thinking, and integrate new ideas into Common Impact's client work.

- ***An exceptional communicator, both orally and in writing.*** Candidates must enjoy and excel at public speaking.
- ***Experience effectively leading teams remotely***
- ***10+ years professional experience, ideally across social sector and private firms, and a demonstrated commitment to working with diverse communities.***

## How to Apply

To apply for this position, please submit your resume, cover letter, and salary requirements to [jobs@commonimpact.org](mailto:jobs@commonimpact.org), with "Director, Client Growth - *Last Name, First Name*" in the subject line (for example, Director, Client Growth - Doe, Jane).

Your cover letter should address the following questions:

1. Please discuss your background in building corporate relationships, including your experience developing business development strategies, target lists, cultivating new partnerships, forecasting potential revenue and leading pitch meetings.
2. Please describe what about Common Impact's model is compelling to you, and what value you imagine it brings to its corporate and nonprofit clients.
3. A cornerstone of the Common Impact model is that we deliberately seek collaboration between groups that might not otherwise interact. Please describe one experience that you have had working with people whose backgrounds were dissimilar from your own, how this experience was challenging for you, what role you played to mitigate differences, and what you learned about interacting with others as a result.
4. What are the skills that you hope to develop in this position?

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**Applications considered on a rolling basis.** Common Impact is an equal opportunity employer committed to building a diverse community. Common Impact strongly encourages people of color and women to apply.

*This is a full time exempt position located in Boston, MA and reporting to the CEO. Flexible location and part-time options are available for the right candidate.*

## About Common Impact

Common Impact is a nationally-recognized nonprofit that works to build a society in which individuals and businesses invest their unique talents towards a shared purpose: strengthening the local communities in which we live and work. We connect corporate employees to nonprofit organizations with proven models to tackle the greatest challenges our communities face.

The common purpose of these connections: to deliver real value to each partner through innovations in community engagement, and ultimately to address deeply rooted and complex social challenges.

With a strong understanding of both mission-focused and business goals, Common Impact enables growing nonprofits to achieve even greater results in our communities, while simultaneously engaging corporate employees in dynamic and challenging opportunities that develop their skills and unlock successful, purpose-driven careers.

Founded in 2000, Common Impact has partnered with Fortune 500 companies and hundreds of the country's leading nonprofit organizations to create this transformational change. Learn more about our services, our impact, the companies we work with, and our nonprofit partners.

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