



Position: Manager, Corporate Engagement
Location: Hybrid: Remote/On-site
FLSA STATUS: Full-Time/Exempt
Reports to: Vice President, Development
Salary range: \$65,000 to \$74,000

The Organization

New 42 catalyzes the power of performing arts to spark new perspectives, incubate new works and create new opportunities for us all. Through the nonprofit's signature projects — New Victory Theater (New York City's premier theater for kids and families) and New 42 Studios ("Broadway's secret laboratory") — New 42 makes extraordinary performing arts a vital part of everyone's life, from the earliest years onward.

We believe that representation matters both on the stage and behind the scenes, and seek employees who feel the same. We also know that creative people often come with non-traditional resumes and experience; if you believe you'd be a great fit here, please don't count yourself out—we want to hear from you! Read more below on how to apply.

The Position

New 42 seeks a Manager, Corporate Engagement to partner with the Vice President, Development and colleagues in the Development Department to develop, manage and grow a robust corporate engagement program consisting of season, programmatic and event sponsorships as well as opportunities for partnering companies to engage their clients and employees. A new position, the Manager, Corporate Engagement is responsible for developing relationships with current and prospective corporate partners, actively soliciting and securing new and renewed corporate commitments, and managing all related benefit fulfillment.

PRIMARY DUTIES AND RESPONSIBILITIES:

- Develop and implement corporate giving and engagement opportunities that align with organizational goals and priorities.
- Research and develop a pipeline of prospective corporate partners, identify potential connections for outreach, and create tailored engagement and solicitation strategies including compelling proposals and sponsorship packages.
- Actively solicit and secure sponsorships, partnering with the Board of Directors and leadership as applicable, to reach sponsorship goals.
- Play a key role in meeting event fundraising goals by securing sponsorships and in-kind donations for the New 42 Gala, Family Benefit, and other events or special projects.
- Manage a portfolio of corporate partners, ensuring consistent communication, engagement, and stewardship.
- Develop opportunities for corporate volunteer days and manage all activities.



- Manage corporate relationships including benefit fulfillment, reporting, invoicing, and other stewardship.
- Coordinate site visits, donor recognition events, donor listings, and other activities to engage and acknowledge corporate partners.
- Partner with the Marketing & Communications team to create impactful communications, including newsletters, social media, and press releases.
- Attend and work at donor events which may take place on nights and weekends, including greeting donors at weekend performances as needed.
- Accomplish other duties as assigned by the Vice President, Development.

Essential Knowledge and Qualifications:

- Prior experience in fundraising and corporate relations preferred.
- Effective and diplomatic oral and written communication skills.
- Organized with strong attention to detail.
- Ability to multi-task and respond to goals and deadlines.
- Team player able to work collaboratively with development colleagues as well as interface effectively with other departments.
- Resourceful and creative thinker.
- Keen sense of curiosity and initiative.
- Sense of humor.
- Ability to work some nights and weekends.

Why Should I Apply?

Be a part of this leading non-profit performing arts organization that is committed to empowering young people, artists and educators through the performing arts. In addition to a competitive salary, New 42 offers a strong employee benefit package which includes comprehensive Health Insurance, Flexible Spending Account, 403B Retirement Plan, Employee Pension, and Paid Time Off.

Equal Opportunity Employer

New 42 is an Equal Opportunity Employer and prohibits discrimination and harassment of any kind: New 42 is committed to creating a diverse environment and is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetic information, predisposition or carrier status, disability, age, military or veteran status, or any other status protected by applicable law.

New 42 is committed to anti-oppressive practices in all departmental business processes; we aim to prioritize and advance as an anti-racist and anti-oppressive organization.

**Accessibility Needs**

Any applicants needing accommodations for accessibility purposes, please don't hesitate to let us know what you need.

Application Instructions

Applicants must submit the following to development@new42.org to be considered for the position:

- Cover letter expressing specific interest in and qualification for the position
- Resume