



Director of Business Development

United Way of Greater Richmond & Petersburg

United Way of Greater Richmond & Petersburg is looking for a dynamic Director of Business Development to lead United Way's growth and engagement goals through strategic cultivation of new and existing business partnerships. You will understand the work of our organization, be able to demonstrate how it relates to the corporate social responsibility goals of the business community and engage new business relationships through authentic relationship building. This position is perfect for someone who knows how to make a sale and close the deal, who also believes in the power of storytelling and wants to build stronger communities by connecting people to purpose.

ABOUT YOU

With a bachelor's degree in a related field and at least 5 years of experience in development, fundraising, or business development – preferably in the nonprofit or business engagement space – you bring a proven ability to prospect, cultivate, and grow business relationships, and have demonstrated success managing campaigns or accounts and meeting revenue goals. You excel at building authentic relationships and have excellent written, verbal, and public speaking skills. Your project management, planning and time management skills keep initiatives on track. While you understand the value of collaboration and thrive in a fast-paced environment where your ability to connect with diverse stakeholders is essential, you also have the ability to work independently and take initiative within a collaborative team environment. Experience working closely with marketing, development, or impact teams is a plus. Proficiency with Microsoft Office and CRM/database platforms (Andar preferred), along with flexibility to work occasional evenings or weekends for special events, are key. Above all, you believe in the power of community and are driven by a genuine desire to make a difference.

ABOUT THE ROLE

The Director of Business Development supports United Way's growth and engagement goals through strategic cultivation of new and existing business partnerships. This role leads assigned workplace campaigns, drives new business development, and collaborates across teams to grow unrestricted revenue. The Director is a self-starter who contributes to organization-wide strategies and works closely with the Chief Advancement Officer to design and implement innovative fundraising initiatives.

ABOUT US

At United Way of Greater Richmond & Petersburg, we foster a positive and dynamic environment where team members grow personally and professionally while contributing to meaningful community change. We mobilize people and resources to address the region's toughest challenges and remove barriers to opportunity so everyone can thrive. Our work is built on a foundation of collaboration, creativity, and purpose. You'll join a mission-driven team that values authenticity and impact, playing a key role in connecting people and partners to a shared vision of a stronger, healthier community. Join a network of changemakers building the next chapter of positive change for our region.

Salary Range: Hiring range up to \$85,000 based on experience. *Position open until filled.*

Please send cover letter, resume, portfolio, and salary requirement to:

United Way of Greater Richmond & Petersburg
Human Resources
Email: jobs@yourunitedway.org

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