



Job Title: Partner Engagement Manager

Location: Brentwood, TN

Department: Development / Fundraising

Job Type: Full-Time

About Us:

Rock the Street, Wall Street is dedicated to empowering high school girls and university women to pursue careers in finance and business. By building pathways into the financial talent pipeline, we aim to break barriers, inspire ambition, and foster support in the financial sector. Your work will directly contribute to supporting our mission of nurturing the next generation of financial leaders.

Position Overview:

We are seeking a dynamic Partner Engagement Manager with a focus on building relationships within the financial market. The ideal candidate will excel at cultivating and securing major corporate gifts. This role is primarily office-based and emphasizes high-level relationship management, corporate engagement, and securing large-scale funding to support our mission. The position is key to driving our programs, which will help inspire high school girls and university women to pursue careers in finance.

Key Responsibilities:

- **Donor Cultivation and Relationship Management:**
 - Provides timely responses to donor inquiries and requests.
 - Conducts research to identify, qualify, and prioritize a portfolio of major gift prospects from existing donors, internal research, and external sources to sustain and upgrade individual giving levels of \$15,000 and above.
 - Develops and implements personalized cultivation and solicitation strategies for each prospect to build and maintain strong relationships with donors through regular communication and/or in-person meetings.
 - Records donor interactions and moves management in the CRM system to track and report progress on activities and stages in the donor cycle.
- **Solicitation and Gift Closure:**
 - Prepares compelling proposals and other materials to solicit major and deferred gifts from corporations and organizations.
 - Leads the solicitation process, including making direct asks for financial contributions and pledges.
 - Successfully closes major gifts by demonstrating a clear understanding of donors' capacities and interests and aligning them with organizational priorities.
- **Collaboration and Strategy:**



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- Collaborates closely with Partner Engagement team members to align on various departmental initiatives, including major gift strategies, to achieve overall fundraising goals.
- Offers input into donor recognition and stewardship programs to ensure high-level donor engagement and retention.
- Promotes and represents Rock the Street, Wall Street during occasional travel and networking events.

Required Qualifications:

- Successful track record in cultivating and stewarding new and existing donors and soliciting major gifts.
- A working knowledge of fundraising best practices.
- Outstanding verbal and written communication skills and public presentation skills.
- Possesses computer skills with emphasis on Google Workspace.
- Ability to work independently, with a strong focus on results and achieving fundraising targets.

Preferred Qualifications:

- A Bachelor's degree in Business, Finance, Nonprofit Management, or a related field.
- Experience working with CRM software (e.g., Salesforce, Raiser's Edge).

Why Join Us:

- Help shape the future of young women in finance and play a pivotal role in the future of the financial industry.
- A collaborative, supportive, and mission-driven environment.
- Comprehensive benefits package, including health insurance, retirement plan, and paid time off.
- Be part of a growing organization that is making a lasting impact in the financial services sector.

Travel: 20 – 30%, seasonally

Time Commitment: 40 hours/week

Pay: \$60,000+ per year, commensurate with experience

Benefits:

- Medical, Dental, and Vision Insurance
- 401(k)
- PTO, Personal & Sick days



Rock The Street, Wall Street

- Paid Holidays
- LTD, STD, Life & AD&D

Benefits begin after the first 90 days of employment.

If you are a results-driven professional with a passion for corporate fundraising and broadening the financial talent pipeline, we encourage you to apply. Join us in inspiring the next generation of female financial leaders.

How to Apply:

Interested candidates should **submit a resume and cover letter to jobs@rockthestreetwallstreet.com. Please include "Partner Engagement Manager" in the subject line.**