



Service. Healing. Transformation.

Senior Manager of Corporate Partnerships

About the Organization

One World Surgery (OWS) is a global nonprofit organization with the vision of a world committed to safe, timely and accessible surgical and primary care. One World Surgery's three cornerstone programs include operating global medical centers, leading medical missions, and supporting local medical communities through education and training. OWS funds and operates the world-class Holy Family Surgery Center in Honduras and the Saint Mother Teresa Medical Center in the Dominican Republic. Our mission is equally focused on providing access to medical care and igniting the spirit of service. We are dedicated to helping thousands of underserved patients receive surgical and primary care and helping hundreds of physicians, nurses and others contribute to making a positive impact on global health.

At One World Surgery, our teammates are passionate about our mission; the work we do and the people we serve energize us. Our values guide how we perform our work, and they shape our organizational culture. We embrace a growth mindset, constantly learning and sharing knowledge (*Education*). We are committed to achieving ever-higher standards and impactful results (*Excellence*). We promote accountability and reliability, both personally and collectively (*Responsibility*). We seek opportunities to serve others (*Spirit of Service*) and treat others and ourselves with dignity, respect, and grace (*Compassion*). We foster a sense of community with our volunteers, partners, donors, and patients, valuing different perspectives and cultures (*Community*).

Position Summary: The Senior Manager of Corporate Partnerships drives corporate revenue growth in support of One World Surgery's mission.

OWS maintains a base of committed corporate partners and a broader network of companies engaged through sponsorships, medical missions, and healthcare industry relationships—many with strong potential for deeper investment.

This role actively manages and expands a portfolio of corporate partners and prospects, advances high-potential relationships, and generates new partnership opportunities. The Senior Manager conducts direct solicitations, structures high-impact corporate partnerships, and collaborates cross-functionally to align corporate engagement with organizational priorities.

This position requires strong business development capability, disciplined pipeline management, executive-level communication skills, and accountability for measurable revenue outcomes.

Reports to: Vice President of Development

Key Responsibilities

Corporate Revenue Growth (50%)

- Build and actively manage a portfolio of approximately 50+ corporate prospects and partners, maintaining disciplined pipeline tracking and revenue forecasting.
- Conduct 5–10 qualified corporate prospect meetings per month (virtual and in person) that advance prospects toward partnership agreements.
- Identify, cultivate, solicit, and secure six- and seven-figure multi-year corporate commitments.
- Develop tailored proposals, presentations, partnership agreements, and stewardship/employee engagement plans.
- Partner with the VP of Development and CEO on high-capacity and multi-year opportunities.
- Contribute to achieving corporate revenue growth targets (scaling from approximately \$2M to \$6M over the next 3-5 years).

Relationship Management & Stewardship (35%)

- Serve as primary relationship manager for assigned corporate partners.
- Ensure fulfillment of partnership agreements, including reporting, recognition, and engagement commitments.
- Identify and secure renewal, expansion, and multi-year funding opportunities within existing partnerships.
- Strengthen relationships with executive leaders, Corporate Social Responsibility (CSR) officers, supply chain leaders, physicians, and employee engagement teams.
- Coordinate with Development and Communications Managers to deliver high-quality impact reporting and stewardship materials.

Cross-Functional Collaboration & Strategic Alignment (15%)

- Collaborate with internal Clinical, Medical Missions, Supply Chain, and Executive teams to structure partnership opportunities that may include financial investment, in-kind support, skills-based volunteering, or employee engagement.
- Identify and structure opportunities to maximize corporate engagement and offset operational expenses.
- Maintain accurate records in the Little Green Light (LGL) CRM system, including pipeline status and forecasting.
- Support site visits in Honduras and the Dominican Republic.
- Contribute to annual revenue planning and long-term corporate partnership strategy.

Required Qualifications

- 3–7+ years of experience in nonprofit fundraising, corporate partnerships, business development, or strategic sales
- Proven ability to prospect, solicit, and close six- to seven-figure gifts
- Strong relationship management, negotiation, writing, and presentation skills, with confidence in making direct solicitations
- Ability to travel domestically and internationally (approximately six weeks annually), with travel distributed throughout the year and scheduled strategically based on partnership priorities, including periodic site visits to Honduras and the Dominican Republic.
- Passion for advancing healthcare access in underserved communities

Preferred Qualifications

- Experience in healthcare, global health, or mission-driven organizations.

- Familiarity with Corporate Social Responsibility (CSR), Environmental, Social, and Governance (ESG), and employee engagement strategies.
- Experience structuring multi-year agreements.
- Experience using CRM systems (Little Green Light or similar).
- Proficiency in Spanish (spoken and written).

Location: Fully remote within the United States. Preference for candidates based in Denver, Chicago, or Minneapolis/St. Paul, or within one hour of a major international airport.

Status: Full-time, exempt.

Salary range: \$75,000 - \$85,000

Benefits: One World Surgery offers a competitive benefits package including group medical, dental, and vision plans; 401k with enhanced 4% employer match; employer paid life insurance; voluntary short and long-term disability insurance; Employee Assistance Program; 8 paid holidays; and unlimited Paid Time Off.

One World Surgery is an Equal Opportunity Employer and provides equal employment opportunities to all candidates without regard to race, color, religion, national origin, age, sex, sexual orientation, gender identity, marital status, ancestry, physical or mental disability, veteran status, or any other legally protected characteristics. One World Surgery is committed to providing reasonable accommodations, as required by law.

Start Date: ASAP

To Apply: Please complete the application and [submit your resume here.](#)