

Corporate Partnerships & Volunteer Engagement Manager

Term of position: Full time

Position Location: Minneapolis preferred. Remote considered.

Salary Range: \$80,000 annually

About PFS

Partners in Food Solutions (PFS) connects the expertise of volunteers from its corporate partners (General Mills, Cargill, Bühler, Hershey, Ardent Mills, and JM Smucker) with small and growing food processing companies in Africa. Our goal is to increase the capacity of the African food-processing sector to produce high-quality, nutritious, safe, affordable food for local populations, while at the same time increasing and sustaining demand for crops grown by smallholder farmers. We are pioneering a remote knowledge-transfer model through our custom, cloud-based platform so that volunteers can share their expertise from their home offices — or anywhere in the world.

To date, more than 1,400 PFS volunteers have contributed over 100,000 hours of support to more than 1,600 food businesses across sub-Saharan Africa. With the continued support of its corporate partners, PFS is positioned to expand its impact and outreach significantly in the coming years.

About the Role

Partners in Food Solutions is seeking a highly organized, relationship-oriented, and mission-driven professional to help strengthen and grow engagement across our corporate partners and volunteer network. This role combines relationship management, volunteer engagement, project coordination, and team leadership.

The Corporate Partnerships & Volunteer Engagement Manager will serve as the primary account manager for assigned corporate partners while also overseeing day-to-day coordination and support for two Volunteer Engagement Associates responsible for volunteer placement. The role requires someone who is equally comfortable building relationships with corporate leaders and handling operational and administrative details such as follow-up tracking, presentation preparation, event coordination, and reporting.

This is an excellent opportunity for an emerging leader looking to grow into a broader management and strategic partnerships role within an international nonprofit organization.

Key Responsibilities

- Serve as account manager for assigned corporate partners and support strong day-to-day relationship management.
- Collaborate with corporate contacts to develop and execute customized annual engagement plans aligned with partner priorities and PFS client needs.

- Build and maintain relationships with leadership champions, volunteer ambassadors, and key influencers across partner organizations.
- Support volunteer recruitment efforts by collaborating with Volunteer Engagement Associates to identify and recruit volunteers in high-need skill areas.
- Provide day-to-day support, coordination, and coaching to two Volunteer Engagement Associates.
- Prepare presentations, meeting materials, briefing documents, follow-up communications, and partner reports.
- Track action items, communications, engagement metrics, and next steps across partner accounts.
- Coordinate logistics and communications for meetings, events, volunteer information sessions, and engagement activities.
- Support the development of compelling partner value propositions connected to employee engagement, professional development, CSR, and social impact goals.
- Collaborate closely with internal teams across volunteer engagement, African programs, and leadership to support successful volunteer placements and partner engagement.
- Support maintenance of Salesforce, SharePoint, reporting systems, and other internal organizational tools.
- Assist with partner-related fundraising support, stewardship activities, and impact reporting.
- Contribute to a collaborative, positive, and mission-driven team environment.
- Perform other duties as assigned.

Required Qualifications & Experience

- Bachelor's degree required.
- 5–7 years of professional experience in partnerships, communications, account management, nonprofit engagement, volunteer engagement, customer success, project coordination, or related fields.
- Exceptional organizational skills and strong attention to detail.
- Strong written and verbal communication skills, including presentation and meeting preparation.
- Ability to manage multiple priorities, relationships, and projects simultaneously.
- Comfort balancing relationship-building with administrative and operational execution.
- Strong interpersonal skills and ability to positively represent the organization and mission.
- Ability to work independently while collaborating effectively across teams.
- Demonstrated follow-through and ability to manage timelines and next steps.
- Proficiency in Microsoft Office Suite, Google Workspace, and virtual collaboration tools.
- Positive, flexible, and solutions-oriented mindset.

Preferred Qualifications

- Experience working with corporate stakeholders or corporate social responsibility (CSR) initiatives.
- Experience coordinating volunteers, employee engagement programs, or community engagement initiatives.
- Experience managing projects or providing team coordination/support.
- Experience with Salesforce or other CRM/database systems.
- International experience or interest in global food systems and international development.
- Passion for social impact, relationship-building, and cross-cultural collaboration.



Connecting Expertise with Opportunity

partnersinfoodsolutions.com
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Additional Information

Occasional domestic and international travel may be required, including potential travel to Europe or Africa.

Role scope can be adjusted to match availability of extern

No US visa sponsorship offered, visa support for travel to partners outside US when needed will be provided.

How to Apply

Please send the following materials to hr@partnersinfoodsolutions.com with the subject line 'Corporate Partnerships & Volunteer Engagement Manager Application':

- Email of interest
- Resume or CV
- Link to LinkedIn profile

NB: Applications will be reviewed on a rolling basis, and the position will remain open until filled. Early applications are encouraged.

