



United Way
of Greenville County

UNITED WAY OF GREENVILLE COUNTY DIRECTOR OF COMMUNITY INVESTMENTS

Reports to: Vice President of Community Impact

FLSA Status: Exempt, Full-Time

WHO WE ARE

Greenville County continues to draw national attention as a popular destination for visitors and a magnet for new development. Despite our success, many people experience a different Greenville. Right now, nearly 60,000 people are experiencing poverty in our county. As the largest poverty-fighting organization in South Carolina, United Way of Greenville County's (UWGC) unique ability to take on challenges like affordable housing, education, job training, transportation, and other complex community issues—all at the same time—is unmatched.

WHAT WE DO

We mobilize individuals and convene partner agencies, corporations, and community leaders to make broad, systemic change like no other organization can on its own.

United Way values the abilities and perspectives that make each person who they are, empowering our employees to reach higher, think differently, act innovatively, and work collaboratively. People who work here provide the energy, expertise and creativity that is critical to creating the lasting change our community needs—and the opportunities to succeed that everyone deserves.

Vision: A Greenville County where all people have access to the opportunities to achieve their full potential.

Mission: We mobilize people and resources to improve lives, strengthen the community, and advance equity for the benefit of all.

Impact: As a funder, partner and convener, United Way of Greenville County works with the entire community to build resources, focus investments, and foster partnerships that create lasting solutions to big community problems.

POSITION SUMMARY:

The Director of Community Investments is a key member of the Community Impact Team with responsibility for overseeing \$3 million in grant investments, strengthening and managing relationships with funded partners, and collaborating with community stakeholders to achieve United Way's organizational strategy.

ESSENTIAL RESPONSIBILITIES

Investment and Impact Management

- Serves as a strategic community liaison to UWGC strategic community partners funded by United Way of Greenville County.
- Manages United Way's grantmaking processes, including volunteer management, proposal review and recommendations, impact assessment, and communications.
- Champions UWGC's strategic direction, investment priorities, and impact to external audiences. Serves as an effective ambassador of United Way's investments and initiatives.
- Assesses the effectiveness and impact of approximately \$3M in grant investments by analyzing data reports and making recommendations for improvement.

- In alignment with UWGC’s How We Win strategy, leverages data and best practices to identify investment solutions that enhance economic mobility of low-income community members. Maintains knowledge of current and evolving community needs, resources, and trends related to UWGC’s strategy.
- Working cross-functionally, leverages UWGC’s measurement framework to ensure impact targets are met for \$3M in grant investments. Evaluates progress and determines if recalibration is necessary.
- Ensures that investment challenges are addressed quickly, and appropriate measures are taken in partnership with the Vice President of Community Impact.

Relationship Management

- Develops and implements relationship management strategies to ensure trust, collaboration, and regular engagement with organizations funded by UWGC.
- Develops and builds relationships that bring partners and stakeholders together to influence positive change and accelerate impact. Meets regularly with funded organizations and ensures frequent and ongoing input from the community.
- Serve as a liaison with current and prospective partner organizations, providing support and responding to queries as they emerge.
- Participates in relevant internal and external committees, forums, and workgroups.
- Convenes and connects relevant stakeholders to develop strategic and programmatic partnerships that help low-income community members. Manages and navigates often complex, multi-faceted relationships with public, private, funded, and unfunded partners.
- Working collaboratively, proactively responds to issues regarding funding, staffing, capacity and other barriers that might lessen the impact of investments.

Internal Leadership

- Demonstrates impact of investments and leverages relationships with grantees to aid fundraising teams in securing resources.
- Works collaboratively to develop and manage an annual line-item budget for grant investments.
- With a team-focused approach, contributes to and participates in UWGC activities and fulfills other responsibilities as requested by supervisor.

EDUCATION AND EXPERIENCE

- Bachelor’s degree in a related field.
- Five+ of related professional experience, preferably in grantmaking.
- Intellectual agility and ability to analyze, think critically, and understand barriers to economic mobility.
- Experience in team leadership and management, strategic thinking, program management, volunteer management, research, evaluation, and report writing.
- Demonstrates capacity to work as part of a team, as well as independently.
- Strong written communication skills.
- Experience with meeting facilitation and public speaking.
- Knowledge and use of current Microsoft Office and its applications. Database experience a plus.

HOW TO APPLY

Submit your resume and cover letter to talent@unitedwaygc.org with “Director of Community Investments” in the subject line.

United Way of Greenville County offers competitive compensation based on prior experience and qualifications as well as comprehensive benefits in order to best support our people. Benefits we offer include health, dental and vision insurance where United Way of Greenville County pays generously towards the cost of these benefits for employees and their families.

United Way of Greenville County is an equal opportunity employer and values diversity. All employment is decided on the basis of qualifications, merit, and business need.