

**Job Title:** Community Relations Co-Leader / Philanthropy Leader

**Job Opening ID:** 5515294

**Location:** CA-SF-Financial District; MN-Minneapolis; IA-Des Moines; MO-Saint Louis; NC-Charlotte; CA-San Francisco, Washington, DC, NY-New York.

## **THE COMPANY**

**Wells Fargo & Company** (NYSE: WFC) is a diversified, community-based financial services company with \$1.9 trillion in assets. Founded in 1852, Wells Fargo provides banking, insurance, investments, mortgage, and consumer and commercial financial services through more than 8,600 locations, 13,000 ATMs, online (wellsfargo.com), and mobile devices.

We are headquartered in San Francisco, but we are decentralized so every local Wells Fargo branch is a headquarters for satisfying our customers' financial needs and helping them succeed financially. We do business with 70 million customers and one in three U.S. households. Wells Fargo has approximately 268,000 team members in 36 countries and territories across our more than 90 businesses.

Our vision: "We want to satisfy our customers' financial needs and help them succeed financially."

## **JOB DESCRIPTION**

Reporting to the Head of Corporate Philanthropy and Community Relations, the **Community Relations Co-Heads** will lead the transformation of a unified Community Relations Function across our US footprint. These roles will have joint responsibility for determining a final structure required to ensure geographic relationship coverage, increase positive societal impact, create greater value for stakeholders and rebuild trust with customers and communities.

In this role, the co-leaders will manage a philanthropic budget in excess of \$100 million dollars and have responsibility for aligning local giving with the national corporate philanthropy strategy including partnering on the execution of national initiatives that have local implications and accelerating transformation of local portfolios so they more fully align with the Wells Fargo Foundation focus areas of Housing Affordability, Financial Health and Small Business Growth.

The **Community Relations Co-Heads** will be responsible for leading the shift to a new performance based strategic philanthropy model at the local level, creating engagement buy in and trust with internal and external stakeholder, partnering with the Head of Team Member Philanthropy on initiatives to inspire and engage team members, and aligning resources to support the ongoing corporate philanthropy strategy. The position will also work with internal partners, and other relevant lines of business within Wells Fargo, to create greater efficiencies and drive community solutions.

These roles will be responsible for the following:

- Cultivate, build and maintain strong partnerships with internal lines of business leaders, Stakeholder Relations leaders and external NGOs/foundations/community advocates
- Manage local giving to nonprofit organizations to meet critical community needs and ensure activities serve LMI individuals, racially diverse and under-resourced communities, and align with the foundation's priority investment areas and innovation objectives



- In coordination with Stakeholder Relations Communications, identify opportunities to highlight how Wells Fargo is creating positive social impact in local communities through local and national initiatives
- Develop and execute operational efficiency efforts that support expense management objectives
- Maintain an understanding of the Company's business operations, goals and objectives in order to be able to set priorities for civic and community activities to enhance the brand
- Lead a team of Community Affairs and Community Development professionals

Two positions available.

Flexible work location across Wells Fargo footprint.

## **REQUIRED QUALIFICATIONS**

- 10+ years of community relations experience
- 8+ years of management experience

## **DESIRED QUALIFICATIONS**

- 10+ years community relations/community development/philanthropic giving experience with a Fortune 500 company, preferably financial services organization or other relevant industry
- Demonstrated experience of funding and implementing program(s) that align to national philanthropy priorities and local community needs
- Evidence developing, implementing and executing business strategies, preferably in the area of community relations, community development or philanthropy
- Experience as the face of an organization; well-developed interpersonal skills; superb oral and written communication skills; able to listen and present ideas clearly and persuasively
- A history of strong collaboration; someone who actively seeks strategic partnerships
- Experience in establishing and maintaining relationships with community organizations such as activist groups, community agencies, non-profit and minority groups
- Experience in managing regional funding and involvement in community endeavors including community sponsorships, volunteer activities, and community support campaigns
- Demonstrated experience successfully leading large geographically dispersed teams
- Excellent analytical ability including the ability to summarize complex issues clearly and concisely and to develop and convey recommendations
- Ability to manage and track multiple projects and activities to successful conclusion
- Bachelor's degree at a minimum, advanced degree preferred

## **JOB EXPECTATIONS:**

- Ability to travel up to 25% of the time

## **Executive Recruiting Contact :**

Jennifer C Smith

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Relevant military experience is considered for veterans and transitioning service men and women.  
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Together we'll go far

