



Job Title: Director, Corporate Partnerships

Department: Development

Location: Long Beach, CA

The **Director, Corporate Partnerships** will drive revenue through managing relationships with SOSC constituents. The Director, Corporate Partnerships will manage a portfolio with an emphasis on securing \$25k+ multi-year partnerships and cause campaign partnerships. The Director will prospect, cultivate, prepare, and present proposals in making the ask, steward, and activate partner relationships.

Reports To: Vice President, Development

Job Level: 20

Compensation: Position is full-time, benefit eligible. The exempt salary range is **\$67,000 - \$73,700** depending on relevant education and experience.

KEY RESPONSIBILITIES

Prospecting: 20%

- Identify prospective partners that can support SOSC and add them to the pipeline
- Conduct research on prospective partner brands and their competitors to define partnership opportunities, including cause marketing campaigns, event sponsorship, and employee giving.
- Utilize Accelerist, Internet search engines, and other platforms to research and build prospect profiles
- Stay current on corporate social responsibility trends and best practices to inform prospecting

Cultivation: 35%

- Manage a portfolio of between 80 and 100 companies
- Engage volunteer leaders and external champions to connect and secure new mutually beneficial partnerships
- Leverage existing events and programs to drive relationships with companies
- Enter and track Key Performance Indicators (KPIs) in the RE NXT and Accelerist platforms
- Secure face-to-face, virtual and phone call meetings

Proposal and Ask: 20%

- Work cross-functionally with departments to create comprehensive sponsorship proposals
- Create strong value propositions that align with partner interest.
- Develop and deliver creative and powerful presentations and proposals
- Ensure staff and volunteer leadership involved in pitch are briefed and prepared for meetings.

Stewardship and Activation: 25%

- Track and ensure partnership agreement benefits and points of access are activated and fulfilled
- Create partner impact reports that demonstrate ROI of partnership
- Present opportunities for volunteer involvement, including Board of Directors, councils, and event committees, competitions, and programs

Total: 100%



JOB LEVEL RESPONSIBILITIES: Develops goals and plans that align with the organization's strategic plan. Works with direct reports or collaborators on developing goals and plans. Has authority and flexibility in day-to-day work towards accomplishing goals. Has decision-making authority around issues related to their team, and is responsible for the results and success of their team. May have access to executive level confidential information. Has authority to speak publically on behalf of the organization.

QUALIFICATIONS: To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

EDUCATION AND/OR EXPERIENCE:

- 10 to 12 years professional experience & college degree or equivalent and supervisory experience of salaried employees
- Possesses and applies comprehensive knowledge of particular field of specialization to the completion of complex assignments. Has well-developed leadership qualities. May work across departments.
- Employee has been performing within that position or similar position for 5+ years and their results and scope of responsibility (or portfolio) have consistently grown.

SKILLS AND/OR ABILITIES:

- Strong background in organizational development and community outreach
- Strong analytical thinking skills
- Superior relationship-building and interpersonal skills which enable rapport-building with internal and external stakeholders
- Agility and the capability to think strategically while executing tactically within in a lean and resource-constrained environment
- Demonstrated project management skills that enable the execution of complex, multi-stakeholder projects
- Demonstrated experience with sophisticated database management and/or significant Raiser's Edge skills - leveraging RE as a primary tool in driving strategic and tactical planning
- Ability to analyze data in order to detect important trends that should inform strategic development
- Superior organizational and project management skills with strong attention to detail
- A constant learner who is interested in being a proactive, positive member of the team
- Excellent oral and written communication skills, and public speaking ability
- Ability to work with diverse personalities and in stressful situations
- Ability to travel and to work evenings and weekends to meet job requirements
- Have a valid California driver's license and meet minimum California vehicle insurance requirements
- Ability to successfully pass background screen of criminal and driving history
- The employee occasionally is required to stand, walk, lift or carry up to 24 pounds

WORK ENVIRONMENT: Employee and SOSC will establish a hybrid work schedule with a set number of days in the SOSC office and at a remote work site. The remote work site must be distraction free, contain a proper work surface (table or desk) and have adequate Wi-Fi capability.

The noise level in the work environment is usually moderate. This job requires occasional driving.

APPLY: Please send resume and cover letter to ljjobs@sosc.org.



CORE VALUES

Be ATHLETE centric: 25%

- Let's the interests of the athletes drive daily decisions and actions
- Makes wise use of organizational resources and time in order to maximize the experiences for our athletes
- Seeks to incorporate athlete participation in non-sports roles

Be a TEAM player: 25%

- Places team and organizational success before individual achievement
- Recognizes the needs and offers assistance without waiting to be asked, or encouraged to do so• Shows appreciation and acknowledges the contributions of others

Be a CHANGE agent: 25%

- Seeks opportunities for professional development and applies these learnings to work
- Accepts responsibility for actions, learns from experience and displays a willingness to accept feedback
- Looks for opportunities to improve processes and enlists help of others when needed.

Be a LEADER: 25%

- Shares organizational and professional knowledge with co-workers and helps to onboard new team members
- Takes on new leadership opportunities with eagerness and enthusiasm
- Represents SOSOC in a knowledgeable and professional manner

Total: 100%