

# START PROUD | FIER DÉPART

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## **Manager, Business Development**

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As the Manager, Business Development you are responsible for working with the Vice President, Sponsorship and the executive team to manage a team Relationship Managers who will source new sponsorship opportunities for the three Start Proud Brands.

### **Core Responsibilities**

- In collaboration with the Vice President, Sponsorship and the Executive team, create a list of prospects that you and your team will pursue over the course of the year.
- Create training programs for your Relationship Managers so they have the tools and skills needed to succeed in their roles.
- Perform research into prospective firms to equip yourself and team for sales meetings.
- Assist the Vice President and Relationship Managers in updating our CRM with sponsor information to ensure that relationships are institutionalized within Start Proud.

### **Commitment**

- ~10-15 hours per week, peaking near key events.
- Mandatory attendance at quarterly management meetings
- Mandatory attendance at Start Proud events and initiatives throughout the year.
- Frequent attendance at cross-functional team meetings

### **Reports to**

- Vice President, Sponsorship
- Dotted line to the Executive Vice President