

## **Manager, Law Conference Sponsorship**

As the Manager, Law Conference Sponsorship you will lead a team of Relationship Managers who handle approximately 20 corporate sponsor relationships for the new Law Conference. As a new conference this role will require the candidate to work closely with the Executive team and the Vice President, Law Conference to ensure the first event is a successful one.

### **Core Responsibilities**

- Manage and assist your team in renewing past corporate sponsors for the Law Conference.
- Work with the Vice President, Sponsorship and Manager, Business Development in creating a list of new potential sponsors to target for our sponsorship opportunities.
- Work with the VP and Executive team to develop the sponsorship package, focusing on sponsor value propositions.

### **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