

Manager, Out On Bay Street Conference Sponsorship

As the Manager, Out On Bay Street Conference Sponsorship you will lead a team of Relationship Managers who handle approximately 40 corporate sponsor relationships for the Out On Bay Street Conference.

Core Responsibilities

- Manage and assist your team in renewing past corporate sponsors for the Out On Bay Street 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