

## **Relationship Manager, Business Development**

As a Relationship Manager, Business Development you are responsible for sourcing new sponsors for the organizations three brands. You will work closely with the organizations leadership to find and develop prospective sponsors by focusing on the positive impact Start Proud can provide them and their companies.

### **Core Responsibilities**

- Meeting with potential sponsor representatives to talk about the different sponsorship opportunities available in the Start Proud ecosystem.
- Working with the Vice President Sponsorship and the Manager, Business Development to develop a list of potential companies to pursue as new prospects to expand our sponsorship base.
- In collaboration with the Manager, Sponsors Operations prepare all the logistics needed to ensure sponsors achieve maximum value from their sponsorship.

### **Commitment**

- ~5-10 hours per week,
- 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**

- Manager, Business Development