

Vice President Sponsorship

You work closely with the executive team to determine the sponsorship goals for the organization. In addition to renewing and maintaining current sponsorship partnerships you will actively work to identify new areas of expansion for the organizations.

Core Responsibilities

- Work with the President and Executive Vice President to identify a sponsorship strategy for the year, comprising of both sponsor renewals and new targets.
- Develop the sponsorship packages for Venture Out, Out On Bay Street, and Start Proud, focusing on the value add provided to corporate sponsors.
- Support a team of relationship managers responsible for the Venture Out and Out On Bay Street Conference sponsorship.
- Advise the Executive team and the Board of Directors on Sponsorship trends in the organization.
- Attend events on behalf of the organization to develop and nurture relationships with new and existing sponsors.
- Work with event leads to develop a program that considers sponsor needs and the value we provide.

Commitment

- ~15-20 hours per week.
- Mandatory attendance at monthly and quarterly management meetings
- Mandatory attendance at Start Proud events and initiatives throughout the year.
- Frequent attendance at cross-functional team meetings to represent sponsorship interests.

Reports to

- Executive Vice President

Direct Reports

- Manager, Sponsorship Operations
- Manager, Out On Bay Street Conference
- Manager, Business Development
- Manager, Law Conference Sponsorship