

Relationship Manager

As a Relationship Manager, you are responsible for establishing and managing new client relationships so as to ensure mutually beneficial relationships that embody the win/win philosophy.

Core Responsibilities

- Working with the VP Sponsorship and the VP of the Out West to develop a list of potential companies to pursue as new prospects to expand our sponsorship base.
- In collaboration with the Logistics Associate, 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
- Attendance at cross-functional events and team meetings

Reports to

VP, Sponsorship