



## Corporate Sponsorship Manager

Are you a fundraising or sales professional who is passionate about making an impact in the lives of urban youth ... and loves the Beautiful Game of soccer? Join one of Boston's largest non-profit after-school programs as our lead relationship builder with corporate donors. [Boston Scores](#) combines soccer and academic programs to empower Boston Public School students to become change-makers in their lives and their communities.

The Corporate Sponsorship Manager role is best suited to a highly organized and responsible individual who embraces a public-facing role, relishes building relationships, understands the sponsorship development process, has a high comfort level to pitching and closing sponsorships (i.e. *making the ask*), possesses excellent written and interpersonal communication abilities, and can be a genuine and passionate advocate for the [Boston Scores mission](#).

Knowledge of the sport of soccer and/or related athletic-based events is strong plus as one of your key responsibilities will be the sale of corporate team entries and sponsorship for the Scores Cup, working along-side our board-driven Event Committee. The Scores Cup, entering its 16th year in 2021, is believed to be the largest corporate charity soccer tournament in the U.S.

The Corporate Sponsorship Manager reports to the Director of Philanthropy and is accountable for meeting corporate fundraising targets, event revenue goals, and corporate development objectives within the broader annual Development Plan.

### Key responsibilities:

- Sell and activate sponsorship for our key fundraising events:
  - **Scores Cup**, a co-ed corporate soccer tournament held at Gillette Stadium (summer)
  - **Hatch The Future**, a fundraiser and showcase of students' social entrepreneurship businesses (spring)
  - **Celebration**, our annual gala dinner event (fall)
  - **Field Days**, corporate volunteerism opportunities working alongside our students
  - Other corporate sponsorships and opportunities

- Manage the sponsor event experience and pre/post event communications
- Steward relationships with corporate partners to maintain and grow funding annually
- Play a leading role on our Event Committees, working alongside members of the Boston Scores Board of Directors
- Maintain clear and thorough records of sponsor relationships and interactions
- Develop a pipeline of enthusiastic supporters as candidates to join our Leadership Council
- Work with corporate donors to make sure that any available company match opportunities for their gifts are discovered and maximized
- Identify new sources of corporate funding and design creative strategies to secure \$75K in new sponsorships per year
- Collaborate with our Program Team to design and implement corporate volunteer opportunities

### **Experience & Attributes Sought:**

- 3+ years of professional sales or fundraising experience (experience in non-profit development is a plus)
- A track record of success in closing corporate gifts and sponsorships
- Exceptional verbal and written communication skills
- Experience using sales management, Customer Relations Management and/or donor database software
- Familiarity with budgeting and revenue tracking
- Familiarity with the rules, culture and language of soccer and/or with the user experience of sporting events is a plus
- An individual who is highly organized, detail-oriented and has strong project management skills
- A flexible, positive self-starter who is open to feedback

### **Compensation & Benefits:**

Anticipated salary range is \$45K-\$50K with potential for incentive compensation.

Superb benefits package including 100% employer-funded health, dental, vision, life and disability insurance.

## **Culture:**

All Boston Scores staff have the option to work remotely during the COVID-19 pandemic. Our headquarters is in the Brewery Complex in Jamaica Plain (home of the Samuel Adams brewery) and staff may choose to work some of their time at that space at their own discretion, though daily capacity is limited.

This is a full-time position. Hours are typically 9 AM - 5 PM but there will be periodic Event Committee meetings during evening hours and occasional weekend events.

Boston Scores is committed to recruiting and sustaining a diverse staff. Individuals from all backgrounds are encouraged to apply. Boston Scores does not discriminate on the basis of race, color, ethnicity, religion, gender, sexual orientation, national origin, disability, age, marital status, veteran status, pregnancy, parenthood, or any other basis prohibited by law.

## **To Apply:**

Please email your resume along with a cover letter to [andy@bostonscores.org](mailto:andy@bostonscores.org)