



STRATEGIC
Philanthropy
DO GOOD • DO WELL

Broward Center for the Performing Arts – Director of Corporate Sponsorships

The Director of Corporate Partnerships drives revenue by developing and managing strategic alliances at a local and regional level in order to maximize exposure of the Broward Center's events and programs, be an in-kind resource and oversee all facets of fulfillment for sponsorships.

Essential Functions

- Drives revenues by researching sponsorship opportunities, creating proposals, and delivering presentations in order to continually identify and attract sponsorships.
- Serves as a liaison with the local business and civic community organizations to develop a network of relationships and databases to support programs and activities.
- Develops and maintains corporate relationships through sponsorships, strategic promotions and group sales development.
- Maintains core sponsor relations through the successful delivery of all benefits and amenities promised to marketing alliance partners while seeking new benefits and opportunities for the Broward Center from such partners.
- Works with Marketing and Programming teams to identify community trends and programming opportunities and develop successful promotional plans to maximize corporate exposure.
- Administers operating budget through fiscally responsible decision making based on cost, necessity, and timeliness.

Core Competencies

- Customer focus - Understand the needs of the customer (internal & external) and act accordingly to create an exceptional experience.
- Teamwork - Work as a collaborative member of a group contributing to the overall mission, strategies and goals.
- Accountability - Take ownership for deliverables and actions and contribute value to the organization. Accept responsibility for actions and outcomes.
- Negotiating - Explore alternatives by means of persuasion to reach favorable outcomes in situations where decisions involve other parties.

Knowledge, Skills and Abilities

- Maintain a physical presence at designated work location when needed, maintain regular attendance and punctuality and work a flexible schedule including nights, weekends, and holidays as required.
- Knowledgeable of local businesses and contacts.
- Able to communicate effectively, both verbal and written, in English.
- Able to effectively and efficiently multitask, set and shift priorities, and adapt to changes in situations.
- Skilled in Windows based programs, including Microsoft Office (Word, Excel, Outlook, and PowerPoint.)
- Able to work well in a fast-paced environment and meet deadlines.
- Able to provide own transportation.
- Some travel to a variety of locations in the Miami-Dade, Broward and Palm Beach County area.

Supervisory Responsibility

- This position supervises the Corporate Partnership Manager (1)

Desired Education and Experience

- BA/BS or Higher: Business/Education/Development/or any equivalent combination of training and experience.
- 3-5 years experience in corporate sponsorship.
- Knowledge of local market.

About Strategic Philanthropy:

Strategic Philanthropy, Inc. a south Florida based company, was founded on the belief that effective corporate giving can be so much more than simply writing a check to charities and nonprofits who ask for your help or involvement. It is our belief that when a company aligns its charitable giving with a strategic approach and measurable outcomes, the power of giving enhances a company's brand, image and strengthens the relationships and partnerships within the community.

In short, Strategic Philanthropy gets hired by companies to give away their money to nonprofits that meet a company's business goals and objectives. As you can imagine, we have many relationships with the nonprofits in our community. We value all of the programs and services they have to offer and work with them to help promote positions that are available within their organization so that they may find the best talent possible.

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