

Discoveries of Hope (DoH) Foundation

As a Los Angeles based 501 (c) 3 non-profit organization, our mission is to provide and promote charitable giving through various recognized public charities in support of their core mission and initiatives. We are committed to providing business assistance and fundraising options to non-profit organizations that promote the growth of healthy communities with an emphasis on education, economic development, health, and wellness.

DoH assists numerous non-profits who have a considerable responsibility to deliver programs that make a difference in communities and have a social impact in society. Our organization manages fundraising events and programs that allow for non-profit sustainability, community job placement and economic growth through local and foreign investment opportunities.

Sponsorship Sales Manager

Length of Assignment: TBD

Hours Per Week: TBD

Salary: TBD

Under the direction of the VP Communications/Strategic Business Development, you will prospect, solicit, pitch and close corporate sponsorships for large-scale organization-sponsored hospitality events, meetings, incentive trips, conferences, social occasions and entertainment for customer groups, consumers or other strategic partners to build our relationships and establish benchmarks for organizational support, event quality and high impact.

We are currently looking for an experienced high-achieving, goal-oriented sponsorship sales manager to identify, solicit and secure major corporate and industry sponsorships. This individual will play a key role in the development of corporate fundraising and cause-related marketing programs and business strategy to solidify sponsors for premiere event venues in the West Los Angeles, Hollywood and Malibu, California areas.

The ideal candidate will be an experienced sales professional with outstanding presentation, negotiation, and closing skills and possess the skills specific to sponsor opportunities and leverage to develop new opportunities through direct contact with sponsors and luxury brands as well as cooperative selling through industry agencies. This individual is responsible for leading the planning and execution of all contractual benefits, obligations, customer promotions and on-site activities related to our key corporate sponsorship/partners and for managing the relationships and with each of the parties. Candidate must possess strong organizational and project management skills to effectively produce deliverables in a timely manner on multiple simultaneous projects.

Duties and Responsibilities (not limited to):

- Responsible for analysis of new sponsorship opportunities presented to DoH to determine relevance, value and resources required.
- Develop new business through leads, name collection activities, cold calls, networking events, social events, conferences, etc.
- Identifies and enlists new funders through an entrepreneurial approach to prospect identification and cultivation
- Craft sales presentations that creatively and distinctly differentiate and communicate unique assets to targeted prospects
- Lead and manage sponsorship sales team efforts to maximize revenue and exceed revenue targets
- Build sales plans and presentations for potential sponsors; tailor sponsorship collateral for presentations
- Collaboratively and independently identify and build relationship with targeted sponsors to generate sponsorship revenues
- Negotiate sponsorship terms and benefits for contracts; maintain strong relationships with executives and influencers
- Develop new partnerships to support business strategies and sales goals
- Maintain sponsorship database and status reports
- Manages and grows our existing corporate sponsorship and cause-related marketing programs
- Work with sponsor contracts, invoicing, and track account receivables; develop processes to ensure execution and collections
- Works closely with hospitality manager to coordinate sponsor's VIP benefits i.e. gift, totes, seating, product, services, etc.
- Manage sponsorship contracts and co-ordinate all sponsorship deliverables
- Work with event planner to coordinate execution of event logistics for sponsor visibility
- Keep accurate sales files, customer services records, call reports, appointment schedule reports, prospects reports, etc.
- Coordinate post event follow up with sponsors

Additional Requirements:

- Entrepreneurial thinker with broad understanding of business, sales, marketing and technology and how to apply it in different organizations or vertical markets.
- Communicate with sponsors to leverage assets and design, develop and implement innovative programs related to sponsorships that support brand Initiatives, retail goals and strategic initiatives.
- Keeping up-to-date with industry and political trends and attending events to build and develop relationships with clients; Identifies, qualifies, cultivates, solicits, recognizes and stewards corporate prospects and donors.
- Develops detailed cultivation and solicitation strategies for each corporate prospect/donor within the context of a multi-year strategy targeted to achieve annual fundraising goals.
- Research, identify and recommend a range of philanthropic and marketing-related strategies to ensure that DoH partners, corporations and other external organizations has a brand and values that are consistent with the organization.
- Come to the table with contacts, leads, and the proven ability to open doors and close deals with local businesses and regional and national corporations.
- Thoroughly understands the client's business, including their organization, financials, revenue, competitiveness in the market, and business issues.
- Understands and navigates organizations to identify and acquire critical resources needed to develop the best solution and sponsorship for the business needs.

Qualifications:

- Bachelors degree or equivalent work experience
- At least 2-5 years sales experience with proven track record of exceeding sales quotas
- High level of effective interpersonal skills, demonstrated positive interaction/communication with staff, donors, vendors and sponsors
- Ability to perform under moderate levels of stress imposed by frequent deadlines, peak workloads, and repeated interruptions
- Excellent verbal and written communication skills and strong presentation, networking and relationship management skills
- Strong interpersonal skills and the ability to forge and maintain strong relationships with clients and other strategic partners
- Must be able to conform to shifting priorities, demands and timelines through analytical and problem-solving capabilities
- Flexibility and ability to push through indecision and ambiguity to deliver results
- Ability to work with high degree of intensity and follow through; strong organizational and analytical skills
- Must be able to conform to shifting priorities, demands and timelines through analytical and problem-solving capabilities
- Resourceful, entrepreneurial spirit, and the ability to work proactively and independently
- Strong knowledge of and ability to apply fundraising techniques and build corporate sponsor relations
- Highly motivated and enthusiastic; thrives under pressure; ability to work with high degree of intensity and follow through
- Ability to communicate across all levels of the organization; ability to work with people of diverse backgrounds
- Possess knowledge of how to use social networking (Facebook, MySpace, LinkedIn, etc.) tools to develop new prospects
- Have passion for the organization's mission and a personal commitment to its success
- Exceptional written communication skills; ability to write clear, structured, articulate, and persuasive proposals
- Ability to network and interact as well as support effective partnerships, with key groups and individuals
- Ability to travel, schedule and manage itinerary

To Apply: Complete the online Employment Application and send resume to careers@discoveriesofhope.org or fax to 866.647.9696