

Sponsorship Manager

Overview:

Sourcing sponsorship revenue and managing partnerships with businesses and individuals.

Reports to:

The Management Committee

Time commitment:

4 hours per week

Responsibilities:

- Outline what is up for sponsorship such as team kit or advertising boards.
- Agree the costs and benefits with the management committee.
- Contact businesses with proposals and seal deals in person, by email/phone.
- Ensure the club fulfils its sponsorship obligations.
- Collect sponsorship payment and discuss renewal.

Skills and attributes:

- Background in sales and sponsorship or willingness to learn.
- Aptitude for marketing and promoting what a club can offer.
- Confident communicator.
- Negotiating.
- Manage relationships with sponsors.