

+ Volunteer Role: Sponsorship and Corporate Liaison Manager



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As the Sponsorship and Corporate Liaison Manager for our two sports projects, you will be responsible for securing sponsorships, partnerships, and donations from businesses, corporations, and other organisations. Your role is crucial in establishing mutually beneficial relationships that support our sustainability initiatives and environmental conservation efforts. Here's what you'll be doing

Essential Job Functions

Sponsorship Development: Identify potential corporate sponsors and partners whose values align with our objectives. Develop sponsorship packages and proposals outlining the benefits of supporting our organisation, including brand exposure, community engagement, and corporate social responsibility.

Relationship Building: Cultivate relationships with corporate contacts, decision-makers, and key stakeholders to understand their philanthropic priorities and interests. Tailor sponsorship proposals and communications to address their specific needs and objectives.

Partnership Activation: Work closely with sponsors and partners to activate sponsorship agreements and maximize their involvement in our programs and events. Collaborate on co-branded marketing campaigns, employee engagement initiatives, and cause-related marketing opportunities.

Donor Recognition: Ensure that sponsors and partners receive appropriate recognition and visibility for their support. Coordinate recognition opportunities, such as logo placement, acknowledgment in promotional materials, and invitations to special events.

Stewardship and Engagement: Maintain regular communication with sponsors and partners to provide updates on our programs, initiatives, and impact. Seek feedback and input from sponsors to strengthen our partnerships and ensure alignment with their goals.

Experience

- Strong networking and relationship-building skills.
- Experience in sales, business development, or corporate partnerships.
- Excellent communication and negotiation skills.
- Ability to understand and articulate the value proposition of sponsoring our charity.

- Passion for sustainability, environmental conservation, and corporate social responsibility.
- Organisational skills and attention to detail.

Benefits

- Opportunity to develop partnerships and secure support from businesses and corporations for sustainability initiatives and environmental conservation efforts.
- Gain valuable experience in sponsorship development, corporate relations, and fundraising.
- Join a dynamic and passionate team of volunteers committed to making a difference.
- Enhance your networking, communication, and negotiation skills while contributing to a meaningful cause.
- Flexible scheduling and the chance to tailor your involvement based on your skills and availability.

Working Conditions

We anticipate that this role will require about 8-10 hours (working from home) a month plus any events you would like to attend.