JOB DESCRIPTION

JOB TITLE: Corporate and Sponsorships Manager
DEPARTMENT: Advancement
STATUS: Exempt
REPORTS TO: Vice President of Advancement

GENERAL FUNCTION: The Corporate and Sponsorships Manager works to support the growth of philanthropic and sponsorship revenue. This position plays a key role in identifying, cultivating, and stewarding corporate sponsors who share PCN's commitment to providing unbiased coverage of Pennsylvania government, politics, sports, and history. Working closely with the Vice President of Advancement, the Corporate and Sponsorships Manager will manage a portfolio of corporate partners, build new relationships, and help expand PCN's fundraising pipeline.

RESPONSIBILITIES:

- Identify, cultivate, and secure corporate sponsorships and underwriting support for PCN initiatives
- Manage relationships with existing corporate partners to ensure strong stewardship and renewal opportunities
- Develop customized sponsorship proposals in collaboration with the Vice President of Advancement
- Maintain an active portfolio of corporate prospects
- Conduct sponsor meetings (in person or virtual) to build relationships and explore partnership opportunities
- Track interactions and relationship progress within the CRM system
- Work closely with the Vice President of Advancement to implement fundraising strategies and revenue goals
- Collaborate with internal teams to align sponsorship opportunities with programming initiatives
- Assist with fundraising-related events, meetings, and engagement opportunities
- Represent PCN at events as needed.
- Availability for evening and weekends as needed.
- Ability to work flexible hours and to travel to meet prospective donors
- Other duties as assigned

BACKGROUND/SKILLS:

- Bachelor's Degree in Business, Communications, Nonprofit Management, or related field.
- Minimum five to seven years of experience in fundraising, sponsorship sales, development, or relationship-based sales
- Strong interpersonal and relationship-building skills
- Excellent written and verbal communication skills
- Ability to manage multiple relationships and projects simultaneously
- Self-motivated with the ability to work independently and collaboratively
- Experience working with corporate sponsors
- Familiarity with nonprofit fundraising practices
- Experience using a CRM or donor database

To apply, please visit: https://www.indeed.com/viewjob?jk=9c2177c510ed5531&from=shareddesktop_copy.

Salary range is $75,000 to $85,000.