

The Broward Center builds community through the arts by delivering quality entertainment, educational opportunities and memorable moments that engage and inspire audiences, nurture collaboration and drive economic vitality.

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 Performing Arts Center Authority's (PACA) 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 PACA 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 (I)

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

To apply for this position, submit your resume to: corppartnershipsdirectorsearch@browardcenter.org