



Director of Development

Sport Oregon is currently seeking a Director of Development to actively pursue new corporate members, sponsors, donors and event hospitality partners. The Director of Development will also serve as a community steward in furthering the role and perception of Sport Oregon and its core mission to drive economic growth and enhance Oregon's quality of life through sports.

The Director of Development will manage all aspects of the Sport Oregon Membership and Sponsorship Sales Strategy, including the following:

- Work with the CEO, COO, Director of Marketing & Events and the Sport Oregon Board to develop a comprehensive Sport Oregon Membership and Sponsorship Sales Strategy to maximize and align with revenue budgets
- Engage existing members to maximize the value of the membership experience by fulfilling member benefits, creating events and networking opportunities
- Lead and develop creative direction and development of all membership and sponsorship materials
- Be accountable for achieving membership and sponsorship revenue goals
- Work with the CEO and Board to identify and engage key local, regional and national membership and sponsorship targets
- Responsible for all corporate sponsorship prospecting, solicitations, presentations, fulfillment, recaps, tracking and renewals
- Work with the CEO, COO and Director of Marketing & Events to identify key local partners to develop a *Membership for Goods & Services* program to maximize in-kind and event production services

Other Responsibilities:

- Participate in various civic initiatives which further the Sport Oregon position and role in the community

- Provide leadership to the entire Sport Oregon team regarding personal and professional development; team synergy & culture; creativity; resourcefulness, budget adherence and staff morale

Competencies and Skills:

- Strong work ethic and entrepreneurial spirit
- Possess team orientation and ability to work collaboratively
- Highly Motivated, creative and innovative
- Demonstrated strong desire to interact with prospective and active members and clients
- Demonstrated strong sales, partnership, organizational and decision-making skills
- Ability to be flexible with work schedules, including hours, weekends, night and holidays
- Maintain strict fiscal responsibility
- Adept at verbal and written communication; must be able to successfully deliver presentations in front of large groups of people
- Manage multiple projects and priorities simultaneously to completion
- Experience managing a professional staff

Education and Experience:

- A four-year degree from an accredited college or university – preferred
- A minimum of five years of development/fundraising experience

Compensation:

- Salary TBD based on experience, plus performance-based commissions
- Medical/dental benefits

To Apply:

- Please e-mail a cover letter, resume and references to info@sportoregon.org