



## **DIRECTOR OF CORPORATE PARTNERSHIPS**

### **ABOUT SAN ANTONIO SPORTS**

Since 1984, San Antonio Sports has elevated San Antonio onto the global stage through premier sporting events. From NCAA Championships to the San Antonio Marathon, our signature events have generated more than \$1.5 billion in economic impact for our local community. As a nonprofit organization, we are committed to transforming lives through the power of sport, recognizing the vital connection between healthy bodies and healthy minds. We provide comprehensive sports and fitness programs that inspire children and families throughout San Antonio to embrace active, healthy lifestyles.

### **Position Summary**

San Antonio Sports is seeking a high-performing, revenue-driven sales leader to serve as Director Corporate Partnerships to partner with the President & CEO in driving all fundraising and revenue generation initiatives. This role is responsible for driving sustainable revenue growth through corporate partnerships, sponsorship sales, and strategic fundraising initiatives. The ideal candidate is a proven closer, strategic thinker, and team leader with exceptional relationship-building skills, and a proven record of revenue growth in a mission-driven environment.

**Direct Reports:** Development & Sponsorship Sales Manager, Development Coordinator

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### **Key Responsibilities**

#### **Strategic Planning & Management**

- Develop and implement a comprehensive sales strategy—both annual and long-term—that supports the organization’s mission and revenue goals
- Manage, coach and develop the development and sponsorship sales team to achieve individual and organization revenue goals.
- Collaborate with the President & CEO and development team to create and manage the organization budget, including revenue targets and expenditures.
- Track progress toward goals and provide regular reporting and insights to leadership and board stakeholders.

#### **Sponsorship & Revenue Generation**

- Lead the organization’s strategy to develop, grow, and retain the organization’s event sponsorship portfolio, with a focus on vertical growth and long-term partnerships, driving \$500,000 - \$1M in annual sponsorship revenue

- Prospect, meet and close new business and renewals, with a focus on multi-year agreements
- Collaborate with department directors and leadership team to develop customized sponsorship packages and pricing strategies for events and assets (e.g., Corporate Cup teams, expo booths, program ads)
- Manage sponsorship fulfillment for new and existing accounts in collaboration with development coordinator, program and event teams

### **Fundraising & Donor Development**

- Collaborate with Chief of Staff on regular donor campaigns to advance the San Antonio Sports mission and achieve fundraising objectives
- Expand the organization's donor base and annual giving programs
- Oversee the design, production, and distribution of all fundraising collateral materials, including standard proposals, reports, newsletters, email communications, giving opportunities, fact sheets, and all appropriate donor communications
- Consult on the organization's grant strategy by identifying new opportunities and work with Chief of Staff and/or contracted grant writer to ensure timely submission of applications and reports, oversee schedule of grant cycles, including visits, submission and proposal review dates. Supervise team in the management and execution of the San Antonio Sports Hall of Fame Gala, including production, expense tracking, vendor coordination, and on-site execution

### **Organizational Leadership**

- Provide leadership to fundraising committees (e.g., Engagement and Sustainability and San Antonio Sports Hall of Fame)
- Recruit and support influential committee members; plan and lead regular meetings to achieve event and fundraising goals  
Maintain accurate donor and sponsor records in the CRM and financial reporting systems
- Develop and implement processes to track, measure, and communicate fundraising activity and outcomes through NetSuite and other tracking tools
- Provide staff support at organization-wide events such as Corporate Cup, San Antonio Sports All-Star Series, San Antonio Marathon, and community events

## **Qualifications & Experience**

### **Required:**

- Bachelor's degree in business, marketing, nonprofit management, communications, or related fields
- 7-10+ years of proven success in sponsorship sales, corporate partnerships, or nonprofit fundraising.
- Demonstrated ability to meet or exceed fundraising and sponsorship sales revenue targets
- Strong relationship-building skills with donors, board members, and community and corporate partners
- Excellent communication, negotiation, and presentation skills
- Experience managing staff and working with committee and board volunteers

### **Preferred:**

- Experience in sports properties, agencies, or multimedia rights organizations
- Background in nonprofit fundraising combined with corporate sponsorship sales
- Familiarity with CRM tools such NetSuite, or SponsorCX
- Established relationships within the San Antonio or Texas business community

### **Core Competencies:**

- Revenue-first mindset with strong business acumen
- Strategic thinking paired with hands-on execution
- Elite relationship-building and closing skills
- Leadership presence and team development capabilities
- Ability to translate mission impact into compelling commercial opportunities
- Highly organized and effective in fast-paced, evolving environments

### **APPLICATION PROCESS:**

Please submit the following (via email) to [abrown@sanantoniosports.org](mailto:abrown@sanantoniosports.org).

- Resume
- Letter of interest/cover letter

Qualified applicants will be contacted to schedule an interview.

*San Antonio Sports*

*Alamodome*

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