

START PROUD | FIER DÉPART

Relationship Manager
REPORTS
TO:
Vice President, Sponsorship

ABOUT THE OPPERTUNITY

As a Relationship Manager you are responsible working with legacy client relationship to renew their involvement for future events and conference, finding ways to upsell sponsors on mutually beneficial sponsorship opportunities, and working to bring in new sponsors into the organizations.

HOW TO APPLY

Email your resume to human.resources@startproud.org with the position title in the subject line.

CORE RESPONSIBILITIES

- Meeting with sponsor representatives to talk about the conference and the different sponsorship opportunities available
- Working with the Vice President Sponsorship to develop a list of potential companies to pursue as new prospects to expand our sponsorship base.
- Prepare all the logistics needed to ensure sponsors achieve maximum value from their sponsorship.

IDEAL CANADIATE

- Have previous experience volunteering, can provide insight on the challenges and opportunities that the LGBTQ+ community is facing collectively.
- Previous sales or sponsorship experiences is nice to have, but not required.
- Highly motivated individual who can work efficiently with minimal supervision
- Not afraid to speak your mind, entrepreneurship spirit preferred

COMMITMENT

~5-10 hours per week; minimum 1 year of commitment overall

Mandatory attendance in quarterly team meetings

Mandatory attendance at Start Proud events and initiatives throughout the year

BENEFITS

- Ongoing professional development and training opportunities
- Potential for letters of recommendation and references
- Opportunity to work and network with various industry leaders with LGBTQ community
- Expand personal and professional network

Additional information: multiple positions available

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About Start Proud

Start Proud makes the student communities we serve as a clear focus of what we do. We produce initiatives that provide career and professional development support to lesbian, gay, bisexual, transgender, queer, and other sexual minority (LGBTQ+) students in Canada while building a national network of like-minded professionals to promote a workplace culture that is more diverse and inclusive.

Valuing Diversity & Inclusion

At Start Proud, we are committed to fostering an inclusive, accessible environment, where all of our volunteers feel valued, respected, and supported. We are dedicated to building a workforce that reflects the diversity of our communities in which we live and serve. We encourage everyone to apply, including people from underrepresented groups who self-identify as transgender, non-binary, Indigenous, persons of colour, and persons with disabilities etc.