

FILM INDEPENDENT

Title: Associate Director, Corporate Sponsorship
Reports to: Director of Corporate Sponsorship

Job Description:

Film Independent is nonprofit organization whose mission it is to champion the cause of independent filmmakers from underrepresented backgrounds. With over 250 annual screenings and events, we provide access to a network of like-minded artists who are driving creativity in the film industry. Our corporate sponsorship team is responsible for identifying, fostering and nurturing our corporate relationships in order to secure vital funds for the organization.

The Associate Director of Corporate Sponsorship works closely with the Director of Corporate Sponsorship to secure key sponsors for Film Independent's programs including the LA Film Festival, Film Independent at LACMA, the Spirit Awards as well as Film Independent's Artist Development and Education programs. The Associate Director is responsible for identifying new prospects, procuring funding and providing stewardship for current sponsors.

Responsibilities:

- Prospect, cultivate and secure corporate funders;
- Draft deal terms and negotiate contracts;
- Work closely with the fulfillment team to ensure that sponsors are receiving full marketing, media and activation benefits as agreed;
- Track, and report on current prospects and revenue in weekly meetings with senior executives;
- Attend events and festivals to host current sponsors and identify future prospects;
- Ensure that all sponsorship materials and presentations are customized to attract maximum interest from future funders;
- Consistently work to enhance current sponsorship offerings that better serve corporate branding and marketing platforms;
- Prospect, cultivate and secure in-kind goods for filmmaker and event production needs;
- Maintain updated and accurate records of prospects and relationship tracking in CRM system;
- Work closely with team assistant to ensure that funders are invoiced and funding is recorded;
- Research potential prospects for each Film Independent program, regularly bringing ideas to Director and internal meetings;
- Serve as an advocate for Corporate Sponsorship within the organization, always representing sponsors' needs and objectives. Work with internal

teams to come up with strategic ways to enhance sponsors' experiences at programs;

- Assist Director in internal and external meeting preparation including assembling the right documents and presentations as well as research on prospects;
- Other duties, as assigned.

Qualifications:

- A minimum of 7 years experience in direct sales either in a fundraising role with a nonprofit or business development role in the private sector
- Excellent communication skills both written and verbal
- Strategic thinker who is always able to put themselves in the minds of their prospects
- Ability to anticipate needs and craft presentations that directly address strategic marketing goals
- Able to travel
- Interest in or passion for film, the arts, arts education or a combination thereof
- Willing and able to join a hardworking and fun group of individuals who have teamed up for a cause
- Excellent Microsoft Suite Skills including a very advanced command of PowerPoint and Excel
- Prior Film Festival experience preferred

What we offer:

- Competitive salary
- Full benefits package
- Generous vacation time
- Film Independent membership

To apply, please send cover letter, resume and salary requirements to jobs@filminddependent.org. No calls please.