

FILM INDEPENDENT

Title: Manager, Corporate Partnerships

Reports to: Director, Corporate Partnerships

Job Description:

Film Independent is a nonprofit 501(c)3 whose mission is to champion creative independence in visual storytelling and support a community of artists who embody diversity, innovation and uniqueness of vision. With a vast platform of screenings, events and artist programs, Film Independent provides access to a network of like-minded artists who are driving creativity in the film industry.

The Corporate Partnerships team is responsible for identifying, fostering and nurturing our corporate relationships in order to secure vital funds for the organization. The Manager of Corporate Sponsorship works closely with the Director to secure key sponsors for Film Independent's programs including the the Spirit Awards, Film Independent Presents series and other annual events, as well as Film Independent's Artist Development and Education programs. The Manager is responsible for identifying new prospects, procuring funding and providing stewardship for current sponsors.

Responsibilities:

- Prospect, cultivate and secure corporate funders
 - Draft pitch materials, 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 Partnerships and Development 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
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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
- Prior film, entertainment and/or non-profit experience preferred
- 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

Interested? Send cover letter and resume to: jobs@filmindependent.org