



ARIZONA SIDEWINDERS

Position: Sponsorship, Partnership & Fundraising General Manager
Reports to: Investors

Position Summary:

The Sponsorship, Partnership & Fundraising General Manager will play a pivotal role in driving the financial growth and community engagement of our team. This individual will be responsible for identifying, securing and executing sponsorships and partnerships, organizing fundraising events, and fostering relationships with sponsors and partners. The ideal candidate will have a strong background in sales and event planning, with a passion for sports and community involvement.

Apply by emailing your resume to jobs@arizonasidewinders.com

Key Responsibilities:

Sponsorships/Partnerships:

- Identify, Secure and Execute Sponsorships and Partnerships:
 - Research and target potential sponsors and partners whose values and objectives align with the team's mission.
 - Maintain ongoing communication with current sponsors and partners to ensure satisfaction and secure renewals.
 - Develop innovative and attractive proposals and presentations to secure new deals.
 - Work in tandem with the Media/Marketing LLC Manager to execute sponsorship and partnership strategies effectively.
 - Work in tandem with the Events LLC Manager for on-site activation for sponsors and partners.
- Organize and Execute Fundraising Events:
 - Plan and execute events to generate revenue and engage with the community, working closely with the Events LLC Manager.
 - Coordinate logistics, promotions, and post-event follow-ups to ensure successful fundraising initiatives.
- Other Duties:

- Attend weekly management meetings to report on sponsorship, partnership, and fundraising progress.
- Serve on one additional committee as assigned by the management team.
- Attend all home games for the 2025 season, playing an active role in the execution of home games and watch parties.
- Collaborate with the management team to ensure the smooth execution of home games and related events.

Qualifications:

- Proven experience in sponsorship sales, partnership development, and fundraising.
- Strong organizational and event planning skills.
- Excellent communication and interpersonal skills.
- Ability to work collaboratively with different teams and stakeholders.
- Passion for sports and community engagement.
- 5 hour/week commitment off-season (July to Sept), 10+ hours/week commitment in season (October to June)

Compensation:

- This position is a volunteer position.