



**EVENTS DC**  
**Director, Corporate Partnerships**  
**Washington, DC**

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Events DC is seeking a talented marketing and sales professional for the role of Director of Corporate Partnerships.

**THE ORGANIZATION**

Events DC – an independent authority of the District of Columbia government – evolved out of the merger of the Washington Convention Center Authority and the DC Sports and Entertainment Commission. Today, Events DC is the premier host of conventions, sports, entertainment, and cultural events in the nation’s capital. Events DC has three primary lines of business:

**Conventions and Meetings** – which operates the Convention Center and Carnegie Library and is responsible for attracting and hosting conventions, meetings, trade shows and other events.

**Sports and Entertainment** – which operates the RFK Stadium campus, the DC Armory, the Entertainment and Sports Arena, Gateway DC and the R.I.S.E. Demonstration Center and is responsible for attracting and hosting a variety of sporting and entertainment events.

**Creative Services** – responsible for creating new events and programming, both as live and digital content, including through GATHER by Events DC, a virtual platform featuring a high-end production studio, a “virtual” venue and an on-demand repository for highlighting and showcasing content related to food, sports, music, entertainment & culture, and community.

In addition to the venues described above, Events DC also built and now serves as landlord for Nationals Park. Additionally, Events DC owns and/or operates other venues on the St. Elizabeths Campus, including the Entertainment and Sports Arena, which is the home of Monumental Sports & Entertainment’s WNBA Washington Mystics, the NBA G League Capital City Go-Go, and the practice facility for the NBA Washington Wizards.

## **POSITION SUMMARY**

The Director of Corporate Partnerships is responsible for cultivating strategic relationships with local, regional, and national companies and brands in support of Events DC's mission and its business objectives. The Director of Corporate Partnerships will be responsible for selling, managing, coordinating and fulfilling sponsorships to support Sports and Entertainment Division (SED) events and properties. The successful candidate will also manage the Events DC portfolio of marketing partnerships and sponsor relationships with the goal of maximizing benefits across the organization and identifying synergies across Events DC partnerships. This position reports to the Senior Vice President and Managing Director of the Sports and Entertainment Division. The target salary for this position is \$170,465. The final offer will be commensurate with experience.

## **DUTIES AND RESPONSIBILITIES**

The following is a detailed but not exhaustive list of duties and responsibilities of the Director of Corporate Partnerships:

- Drive revenue growth across all sponsorship platforms through consistent closure of sales prospects. Leverage existing relationship through up-selling, cross selling and renewals.
- Create value-added sponsorship packages utilizing Events DC's marketing assets and opportunities to achieve corporate partners' business objectives.
- Deliver best-in-class account management, service and support for all corporate partners to ensure 100% fulfillment of all contractual obligations.
- Develop and maintain direct relationships with senior level executives of target advertisers, marketing and promotional agencies across all major industry categories.
- Identify innovative activation opportunities for existing and potential partners.
- Work with Communications and Marketing to oversee execution of recognition and benefits related to corporate partner commitments including activation, signage, online and offline communication channels and collateral materials. Share market driven insights on trends, competitors and deal flow.
- Perform duties with high energy, accountability, urgency and integrity.

## QUALIFICATIONS

The qualified applicant will have a bachelor's degree and at least 7 years of related experience in sponsorship sales, fundraising and/or business development experience. An equivalent combination of related experience, training, and or education may be considered.

The successful candidate will also possess the following experience, skills, and abilities:

- Strong leadership abilities, outstanding presentation skills and exceptional motivational skills
- Excellent organizational, problem solving and customer relations skills
- Ability to work independently and as part of a team
- Ability to maintain effective communications in high-pressure situations
- Ability to express ideas and convey information effectively, both orally and in writing
- Significant relationships in the local, regional and national marketplace
- Ability to identify, develop and utilize new technology trends in sponsorship
- Ability to understand market trends and how they affect various industries

## TO APPLY

Events DC is partnering with PoliHire to identify their Director of Corporate Partnerships. If you are interested in this opportunity, please [click here](#) to submit a cover letter and resume.

*Once your application is successfully transmitted, you will receive an auto-generated acknowledgment email. Please be aware that this confirmation email may be in your junk/spam folder.*