

US Sailing
Senior Vice President of Corporate Partnerships
Job Description

Our Mission:

Increase sailing participation and excellence through education, competition, and equal opportunity, while upholding the principles of fair play, sportsmanship, and safety.

Our Vision for the Future of Sailing:

Sailing has become a rapidly growing sport in the US, driven by innovations in access and education, and inspired by American success in international competition. The diverse sailing community is aligned around common goals for the sport. Sailing has been embraced by the public as being inspiring, inclusive and accessible.

Our Values:

- Respect
- Integrity
- Excellence
- Collective Success
- Clarity and Transparency
- Sustainability

What you'll be doing:

In the support of US Sailing's mission to grow and strengthen the sport of sailing, the SVP of Corporate Partnerships is responsible for the organization's Partnerships team, driving outsized impact on customers locally, nationally, and internationally. In this high-impact, high visibility role, you will report to the CEO, be a part of the executive leadership team, and work closely with the Chief Development Officer, Chief Financial Officer, Senior Vice President of Memberships, and other members of the leadership team to forge deeper alliances with existing partners and establish relationships with new partners. The team's goal is to build a world class partnerships department to drive growth in the sailing industry. This role will help to strengthen US Sailing's portfolio of National Championships and competitive events, as well as grow the in-house and Olympic teams. As the SVP of Corporate Partnerships, you will be instrumental in this growth and be responsible for the following:

- Build a robust partnerships ecosystem by facilitating and developing strategic alliances with new partners, and growing current ones
- Own the relationship with key strategic partners, overseeing day-to-day interactions, and looking for ways to further deepen those relationships
- Manage partner relationships across their full lifecycle from onboarding to ongoing success
- Be a voice for the company and its partnership efforts, including attending and speaking at company events
- Strengthen US Sailing's portfolio of National Championships and competitive events through program evolution, marketing, promotion, and partnerships

- Keep leadership apprised of industry trends
- Work with internal stakeholders across the organization, building a bridge between them and external partners
- Evaluate partnership opportunities, performing quantitative and qualitative due diligence to prioritize them
- Coach, hire, develop, and support a high-performing, diverse and inclusive team while inspiring people to do their best work
- Generate, sell, and maintain corporate partnerships for entire organization as a leader on the team
- Develop and sell partnerships to corporations, both inside and outside the sailing business
- Lead a team of sales people and coordinators and grow the department consistently with growth in revenues
- Raise brand awareness through the ongoing development of the US Sailing value proposition and positioning

Who you are:

- Bachelors' Degree in business, marketing, or related discipline required. MBA or advanced degree preferred
- Minimum 15 years progressive experience and a demonstrated track record of accomplishments in sales, sales leadership, marketing, operations, and management
- Experience selling niche and lower attendance sports, but with a participant base in general and at championships around the country with demographics extremely desirable to all sponsors
- Experience creating partnerships and leading sales teams and efforts in high profile situations
- Member-based association and/or non-profit experience a plus
- Belief in the Olympic movement
- Appreciation for the sport of sailing

Benefits and Perks:

- Medical insurance
- Vision insurance
- Dental Insurance
- 403(b) with company match up to 5%
- Life insurance
- Long and short term disability insurance
- Paid time off, Sick, and Vacation time
- Access to free gym Membership at Roger William University campus
- Access to Roger Williams University cafeteria and lunch options
- Discounts to West Marine 5-60%
- Complimentary US Sailing Membership

Physical Demands and Work Environment:

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this position. Reasonable accommodations may be made to enable individuals with disabilities to perform the functions.

While performing the duties of this position, the employee is regularly required to talk or hear. The employee frequently is required to use hands or fingers, handle or feel objects, tools, or controls. The employee is occasionally required to stand; walk; sit; and reach with hands and arms. The employee must occasionally lift and/or move up to 25 pounds. Specific vision abilities required by this position include close vision, distance vision, and the ability to adjust focus. The noise level in the work environment is usually low to moderate.

US Sailing provides a vibrant work environment that values creativity, teamwork and respect. As part of our dedication to the diversity of our workforce, US Sailing is committed to a policy of Equal Employment Opportunity and will not discriminate against an applicant or employee on the basis of race, color, religion, creed, national origin or ancestry, sex, gender, gender identity, gender expression, sexual orientation, age, physical or mental disability, medical condition, marital/domestic partner status, military and veteran status, genetic information or any other legally-recognized protected basis under federal, state or local laws, regulations or ordinances.

This job description in no way states or implies that these are the only duties to be performed by the employee(s) applying for this position. Employees will be required to follow any other job-related instructions and to perform any other job-related duties requested by any person authorized to give instructions or assignments.

All duties and responsibilities are essential functions and requirements and are subject to possible modification to reasonably accommodate individuals with disabilities. To perform this job successfully, the candidate will possess the skills aptitudes and abilities to perform each duty proficiently. The requirements listed in this document are the minimum levels of knowledge, skills or abilities.

This document does not create an employment contract, implied or otherwise, other than an “at will” relationship.

Please submit resumes and letters of interest to ReneeWetterland@ussailing.org