

Director of Strategic Partnerships

The Strategic Partnerships Director acts as the main point of contact for NSAA supplier members, solicits sponsorships for events and projects, and manages fundraising initiatives for the association's non-profit Mountain Foundation. This position requires excellent organizational and interpersonal communication skills, as well as a can-do attitude.

This position reports to the Director of Marketing and Communications.

Qualifications

- 2-5 years work experience in strategic partnerships, sponsorships, fundraising and/or member engagement
- Skilled written and verbal communicator
- Understanding of marketing best practices, including digital/SEO
- High level of organizational skills, with the ability to prioritize and reprioritize tasks
- Able to meet deadlines on a consistent basis
- Team player with positive, can-do attitude
- Ability to evolve and grow current sponsorship program
- Must be able to work from the Lakewood, Colorado office – this is not a remote work position
- Able to travel 3-5 times per year
- Demonstrate high degree of professionalism and confidentiality in all interactions
- Experience with the ski or outdoor recreation industries preferred but not required

Duties and Responsibilities

- Serve as main point of contact for NSAA supplier members and sponsors to ensure their needs are being served by the association
- Coordinate and strategize with NSAA team to create annual partnership packages
- Communicate sponsorship opportunities to relevant members, and execute deliverables
- Contribute to the marketing and communications plan by conveying supplier news and sponsor deliverables to marketing director and team
- Coordinate tradeshow deliverables, including space allocation, attendees, collateral, shipping and delivery asks, etc.
- Maintain contracts for all sponsorship packages and requirements, and communicate these to the NSAA events and marketing teams
- NSAA Journal: serve as point of contact for all advertisers; assist editor with ad placement
- Independently seek new sponsor opportunities, both in terms of new suppliers and new avenues for advertising
- Manage fundraising programs and opportunities for NSAA's 501(c)3 Mountain Foundation
- Responsibilities, duties and the requirements for this position may change or increase at any time, with or without a change in title, benefits or salary.

Benefits & Compensation

- Base salary plus commission (commensurate with experience)
- Company healthcare plan and 401k program

To apply: This job will be posted across multiple sites. However, **we will only be reviewing applications sent directly to NSAA. To apply for this position, please send a cover letter and resume to resume@nsaa.org.**