

Wings Over Water

Internal/External Position Posting

Position: Director, Community & Corporate Partnerships

Position type: Volunteer (Potential to transition to part-time or full-time in the future)

Location: Central or Southwestern Ontario (Remote with in-person obligations)

Travel: This position may be required to travel (W.O.W. will cover all costs associated with travel)

Reports To: Nicholas Chute, Chief Operating Officer

Note: Interested candidates are invited to submit their application consisting of a resume and cover letter in confidence via email to Wings Over Water at nick@wingsoverwater.ca.

We thank all those interested in the position, however, only those considered for the position will be contacted.

Wings Over Water is an equal opportunity organization, and all qualified applicants will receive consideration for the position without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, provincial, or local laws.

Wings Over Water will attempt to provide reasonable accommodation for a known disability for an applicant if requested.

General Statement of Duties:

The Director, Community & Corporate Partnerships is responsible for expanding community relations and working with organization partners on strategic business goals.

Qualifications:

- 3+ years' experiences in sales, sponsorship, or account management roles
- Experience or expanded knowledge in the non-profit sector
- Ability to work independently or in a group setting
- Event Management experience considered an asset
- Ability to deliver excellent customer service
- Strong ability to interact in a business setting
- Excellent attention to detail
- Well-developed analytical and problem-solving skills
- Proficiency in Google Applications (Drive, Docs, Sheets, etc.)

Description of responsibilities:

1. Strategic Partnership Development

- a. Identify, evaluate and pursue new community and corporate partnerships aligned with the company's objectives.

- b. Develop and execute a comprehensive partnership strategy to enhance the company's brand presence and revenue streams.
- 2. Relationships Management:**
 - a. Cultivate and maintain strong relationships with existing and potential partners, ensuring their needs and expectations are met.
 - b. Serve as the primary point of contact for key partners, addressing inquiries and providing exceptional customer service.
- 3. Collaboration with Event Teams:**
 - a. Collaborate closely with event planning teams to integrate partner initiatives seamlessly into event programs.
 - b. Ensure that partnerships contribute positively to the overall attendee experience and event goals.
- 4. Sponsorship Acquisition**
 - a. Lead efforts to secure sponsorships for W.O.W. events, working closely with potential sponsors to create customized packages that align with their objectives.
- 5. Community Engagement**
 - a. Develop and implement initiatives to engage with local communities, fostering positive relationships and showcasing the company's commitment to social responsibility.
- 6. Reporting and Analysis**
 - a. Track and analyze the performance of partnerships, providing regular reports to senior management.
 - b. Use data-driven insights to optimize partnership strategies and enhance future collaborations.

Working with Wings Over Water

As a start-up non-profit organization, as the organization grows – so do you. Not only will you meet and surpass new challenges, but you will have the opportunity to get involved and make a real difference in the community. Airshows are not only fun, entertaining, and exciting but also an excellent chance to interact with the community, performers, fans, and staff that make the industry so special.

At our organization, we make sure all voices are heard, all differences are valued and all people are treated fairly. You take pride in knowing your input and uniqueness are not only embraced but encouraged to deliver an unforgettable experience for our fans.

Teamwork makes dreams work. In the Airshow industry, this statement holds true. You will have the chance to work with everyone in the organization, experience and learn new things and evolve professionally.

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Signed,



CEO, Wings Over Water Airshows