

Job Description: Senior Account Director, Partnerships

Title: Senior Account Director, Partnerships

Portfolio: Partnerships/Sponsorships

Location: Greater Toronto Area / Remote

Terms: September 2024 - July 2025

Hours: Estimated 10-12 hours per month

Salary: This is a volunteer position

About the Role

We're looking for a Senior Account Director of Partnerships to manage sponsorship relationships.

In this newly created role, you'll ensure IABC Toronto's partners and sponsors are thrilled with their relationship to IABC, help build out partnerships and contracts and look for ways to expand existing partnerships.

This is a great opportunity for an intermediate-senior communicator to create a new role, and

Responsibilities

- Act as liaison between partners and IABC Toronto
- Work with VP and Executive Director to develop a partner success strategy that includes establishing benchmark measurements, service levels and requirements of this newly expanded department
- Oversee the development of partner contracts and ensure contracts are fulfilled
- Acquire, share and implement partner feedback
- Look for ways to further engage and expand existing partnerships
- Think through creative ways to attract and secure potential partners and sponsors
- Keep internal collaborators informed of projects and progress and identify when extra support is needed

Top 5 Reasons to Apply

1. Strengthen your account management skills
2. This role is a great opportunity to build from scratch and leave your legacy
3. At the end of the term, you will have hard ROI numbers to include in your portfolio
4. Network and collaborate with an incredible team of industry professionals
5. Show off your skills to potential employers/clients

Requirements

- Must have an active IABC Toronto membership

Skills Considered Advantageous

- Previous experience managing partners or clients

About Us

IABC Toronto is the world's largest IABC chapter. IABC is recognized as the professional association of choice for communicators and is committed towards establishing and supporting the highest professional standards of quality and innovation in organizational communication.

Apply in two easy steps

1. Fill out our [volunteer application](#) found here
2. Send an email to toronto-volunteers@iabc.to indicating what position you're interested in