



Position: Corporate Partnership and Advertising Sales Director

Jewish Community Federation of Richmond is seeking a hardworking and enthusiastic Associate to join our dedicated team of Professionals. We are looking for someone who will drive our corporate partnership program forward.

About Jewish Community Federation of Richmond

The Federation is guided by professional and lay leaders who are grounded in the traditional Jewish values of *Tzedakah*, deeds of loving kindness, justice and *Tikkun Olam*, which call upon us to rescue the imperiled, care for the vulnerable and help assure the vitality of Jewish life in Richmond, in Israel and around the world. Since 1935, the Jewish Community Federation of Richmond has served the Greater Richmond Jewish community. A voluntary association of social service agencies, organizations and synagogues, the Federation works to ensure the well-being, continuity and strength of Richmond's vibrant Jewish community.

Position Description:

The Corporate Partnerships and Ad Sales Director is responsible for cultivating, soliciting and securing corporate partners to support the mission, programs and events of the Federation. The Associate will work to generate new relationships throughout the Greater Richmond business community. This position will provide input into the marketing and promotional material and other opportunities to attract sponsors, as well as position sponsors in visible ways throughout the Federation network to promote maximum impact for the sponsors. The Associate will play a key role within the overall Development team and work collaboratively with professionals and lay leaders.

The ideal candidate has worked with volunteers, has an understanding and familiarity of the organized Jewish community, and is hard working, detail orientated and enthusiastic. High energy, poise and positivity are crucial to the success of this position. The candidate must be flexible, have excellent communication skills and be eager and open to learning.

The Corporate Partnership Associate is a commission based professional on our Financial Resource Development Team. The successful candidate will be responsible for establishing, cultivating and securing financial support from local and regional businesses, agencies, and organizations for the Jewish Federation.

Job Roles:

- Develop a Corporate Partnership platform to connect, solicit and secure corporate partners
- Represent the Jewish Community Federation in the business community
- Sell advertising in the Reflector, through direct contact and by approaching advertising agencies.
- Steward and build strong relationships with existing advertiser and corporate relationships
- Work with the Marketing team to manage advertising process, ensuring that ad sizes are correct, copy is accurate, ad is inserted and that client approval is obtained.
- Work with Reflector editor to develop strategies to increase advertising sales.
- Work proactively to identify potential advertisers and corporate partners and secure increasing support.

- Continually explore new formats, corporate partnership models, special sections and other opportunities to make ad placement attractive to advertisers.
- Keep accurate files to support ad sales work.

This is a position available for those wanting to work flexible hours. The role is results oriented and the compensation is focused on results and productivity. This is a Commission-Only position with a competitive commission structure. Other benefits include expense reimbursement, flexible time schedule, and unlimited growth opportunity.

Experience:

Minimum 3 years of demonstrable sales success. • Ability to communicate effectively in person, via telephone and email. • Presentable and confident in face-to-face meetings. • General higher education or sales-training and qualifications • Able to build rapport quickly over phone or face to face. • Strong networking skills. • Able to build rapport quickly over phone or face to face. • Motivated self-starter.

Please send a cover letter and resume to Careers@Jewishrichmond.org.