

Strategic Partnerships Manager

Beyond Monumental

Beyond Monumental is a not-for-profit 501 (c)(3) organization whose primary purpose is to actively support youth health and well-being by providing access to exceptional events and programs. Beyond Monumental plans and executes three signature running events in the greater Indianapolis area, the CNO Financial Indianapolis Monumental Marathon, the Indy Half Marathon at Fort Ben and the Indianapolis Monumental Mile. Beyond Monumental also operates a youth health and wellness program, Monumental Kids Movement, and is searching for a passionate new team member.

Position Summary

The Strategic Partnerships Manager reports to the Executive Director and will work cross-functionally to successfully execute the assigned duties in service of Beyond Monumental's mission. The Strategic Partnerships Manager's responsibilities will include overseeing all sponsor and partner relationships including selling, fulfilling, and renewing sponsorship agreements; prospecting for and securing new sponsorships; and building relationships within the Monumental Challenge and greater Indianapolis business community.

Key Responsibilities:

- Identify and target potential sponsors including high level cash sponsors, value-in-kind sponsors, mile marker sponsors, and advertisers for the Race Weekend Guide, Fan Pass, and Virtual Event Bag;
- Develop and deploy a strategic sponsorship plan including activation, fulfillment, and retention of existing agreements and prospecting and securing new sponsors;
- Manage the development and implementation of a strategic partnership plan targeting downtown businesses, businesses along event courses, community and neighborhood organizations, and other not-for-profit organizations;
- Identify, develop and deliver additional sources of revenue such as individual and grant fundraising;
- Maintain accurate databases, resources, and tools and ensure accurate reporting, invoicing, and accounting for all sponsorships and strategic partnerships;
- Manage the Virtual Event Bag and other partner opportunities;
- Create and distribute post event proof-of-performance reports for sponsors and partners;
- Build and manage the Monumental Challenge (employer based wellness initiative);
- Establish and maintain sound working relationships and cooperative arrangements with community groups and organizations in addition to assisting with identifying new potential partners;
- Contribute to organizational communications and print/digital resources;
- Contribute to the success of race-related events by fulfilling sponsorships and collaborating with the expo coordinator to streamline operations and support vendors;
- Coordinate and manage registration drives, expo/exhibit opportunities, and promotional events;
- Manage beneficiaries and oversee other duties as identified or assigned by the Executive Director.

Key Qualifications:

Ideal candidates will have a passion for the sport of distance running and experience in the sport and/or the event industry and have the following competencies:

- Proven track record of developing relationships with the ability to sell sponsorships and fundraise;
- Google Suite and/or Microsoft Office proficiency, especially Microsoft Excel;
- Familiarity and experience with business development, sponsorship fulfillment and project management;
- Experience with graphic design software (Adobe Illustrator or other) is a plus;
- Excellent communication skills, both written and verbal;
- Commitment to outstanding customer service skills;
- A desire to contribute to a committed team that works hard to support our mission and the Indianapolis running community;
- Willingness to work nights and weekends as required.

Interested candidates should send a letter of interest and resume to careers@beyondmonumental.org.