



Wings Over Windsor

Internal/External Position Posting

Position: Director, Partnerships

Position type: Voluntary

Location: Windsor, Ontario (Remote position with regular in-person obligations)

Reports To: Board of Directors

Note: Interested candidates are invited to submit their application consisting of a resume and cover letter in confidence via email to Wings Over Windsor at info@wingsoverwindsor.com.

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

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

General Statement of Duties:

The Director, Partnerships is responsible for expanding community relations and working with organization partners on strategic business goals. You will develop and lead a partnerships team responsible for ensuring proper partner relations, the specific requirements of partnership terms and other tasks required in the partnerships field.

Qualifications:

- 2+ years' experiences in sales, sponsorship, or account management roles
- Experiences or expanded knowledge in the non-profit sector
- Ability to work independently or in a group setting
- Event and logistic 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

Description of responsibilities:

- Build and maintain strong and lasting partnerships with businesses, organizations, and third-party partners

- Build relationships with frequent communication
- Deliver industry, organizational and other important news to partners
- Gain an in-depth understanding of the partners' business goals and how they fit Wings Over Windsor's business plan
- Increase partners public footprint by developing innovative experiences or benefits
- Prepare comprehensive proposals to secure accounts or partnership agreements
- Analyze data and trends regarding the organization and industry
- Create data visualization and present findings to the partnership
- Work with other departments in Wings Over Windsor, and the Board of Directors, to develop and implement ideas and concepts
- Present updates to Board of Directors and management in a professional manner

Working with Wings Over Windsor

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. Air Shows 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 Air Show 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,

A handwritten signature in black ink that reads "Brad Kewenich". The signature is written in a cursive, flowing style.

CEO, Wings Over Windsor