

Sponsorship Director - Ragtag Film Society

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Company: Ragtag Film Society

Location: Columbia

Category: other-general

Overview: The Ragtag Film Society is looking for a motivated salesperson with an appreciation for the cultural mission who wants to take on a leadership position within our team. This self-starter will be responsible for building and leading a small but mighty sponsorship team tasked with collaborating across the organization to create partnerships that harmonize with our values and programs, identifying new and exciting ways for sponsors to engage with the Fest and Cinema, and will play an essential role in garnering meaningful, tangible resources to support our nonprofit long-term.

The ideal candidate will have the following skills and traits:

At least 3-5 years of high-level sales experience;

Superb interpersonal skills with high emotional intelligence;

Experience managing people, leadership skills, and the ability to work with a variety of team members to build and maintain a positive team dynamic;

Excellent communication skills, both verbal and written;

Highly organized, attentive to detail;

Ability to thrive in a creative, entrepreneurial culture;

National industry and local business knowledge and relationships;

Experience working at a nonprofit is preferred but not required;

Comfortable with database systems and basic workflow programs including GSuite, Zoom, Slack, and Airtable;

Self-driven individual with the desire to be part of an impactful cultural organization.

Duties include:

As a Director of Ragtag Film Society, help guide and implement the strategic vision of the organization, especially with regard to sponsorship opportunities;

Identify, research, and recruit cash and in-kind sponsors for Ragtag Cinema and True/False Film Fest, creating annual and perennial partnerships to meet the organization's financial goals;

Build relationships and maintain excellent communication with sponsors before and after activation;

Manage and guide the sponsorship team, including paid staff and volunteers;

Manage a departmental budget and strategically contribute to organizational budgeting;

Ensure delivery of all contracted benefits across the organization;

Lead annual update of sales materials;

Alongside Marketing & Communications Director, drive the production of the annual True/False program book;

Represent RFS at networking events;

Contribute to the overall success of RFS' events and programs as needed.

Commitment & Compensation: This role is a full-time, benefits-eligible position with a nonprofit in Columbia, Missouri. The salary will be commensurate with experience, in the range of \$45,000-50,000 annually. We offer a results-oriented work environment, schedule flexibility, paid time off, and a collaborative culture. The ideal candidate should reside in, or be

willing to relocate to, Columbia, Missouri year-round.

To Apply Please submit a cover letter telling us why you should be the RFS Sponsorship Director, along with your current resume and at least three references. Send all materials to Executive Director, Arin Liberman at arin@truefalse.org. Applications will be accepted through the end of April, but reviewed on a rolling basis, and a hiring decision may be made before that date.

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Cross References and Citations:

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