



WELCOME TO THE SCORE FOUNDATION

THE PHILANTHROPIC ARM OF SCORE

Collaborating with corporate sponsors
to support SCORE mentoring and
programs for small business



Vice President, Corporate Sponsorships Remote

Small businesses drive the economy.

There were **32.5 million small businesses** in the U.S. in 2021, employing 46.8 percent of all employees.

– SBA

ABOUT US

The SCORE Foundation is a 501(c)(3) non-profit organization that serves as the philanthropic arm of SCORE, America's premier source of free and confidential business advice to entrepreneurs and small business owners. Through individual donations and institutional sponsorships, the Foundation supports the SCORE education programs and free mentor network of more than 10,000 volunteers who work in every community to help small businesses succeed and prosper.

MESSAGE FROM THE PRESIDENT



Liz Sara

President, SCORE Foundation

“We are grateful to the many corporate and individual gift donors for the financial support they bring to the SCORE Foundation. Those dollars allow SCORE to help entrepreneurs to start, operate and grow their small business, overcoming the challenges they face along the way.

For decades, SCORE has played an active role in fostering small businesses across the country through a volunteer network which today numbers 10,000 expert executives. They provide free advice and mentoring at the local level. In addition, national educational programs and tools are developed each year to help those founders take their company to the next level. The financial contributions drive the program creation and delivery – as well as the people that implement them – to reach both new and ongoing small business founders. Those companies bring the vibrancy and variety to the neighborhoods in which we choose to live and work. We need them.

As an entrepreneur and former small business owner throughout my career, I know the value of having trusted advisors just a phone call away. I invite you to join us in supporting America's entrepreneurial spirit through your gift to the SCORE Foundation. And by patronizing those small businesses in your community.”

SCORE HELD

326,000

mentoring sessions in FY21



18%

average business growth
for SCORE clients in FY21

THE OPPORTUNITY

SCORE Foundation is seeking an experienced executive to serve as their Vice President, Corporate Sponsorships. The ideal candidate will have proven success in identifying, building, and closing six-figure contracts in the commercial or non-profit sector. They will be skilled at initiating corporate financial commitments, positioning jointly beneficial relationships, working the sales process through its stages to close deals, and can both meet and exceed annual revenue goals. Primary responsibilities include:

- ❖ Work closely with the President to develop and execute the annual sales strategy to reach the Foundation's multi-million-dollar revenue goals.
- ❖ Build a 'top of the funnel' sponsor pipeline from among Fortune 1000 companies; make personal outreaches by leveraging business networks and contacts to get in the door.
- ❖ Develop and maintain an active list of contacts/prospects in order to advance the goals of the Foundation in supporting SCORE educational programs and resources.
- ❖ Handle all sponsor discussions, engagement, and negotiations leading to signed contracts.
- ❖ Provide management with regular reports on status of sponsor development/sales activity, including lead and pipeline management, sales forecasts, and other management metrics.
- ❖ Perform marketplace and industry analyses with the goal of identifying and pursuing new sales opportunities.
- ❖ Collaborate with internal management teams in Marketing, PR, and Field Operations, which deliver programs utilizing sponsor revenue. Work with the President to create new, customized partnership packages in line with partner goals, when necessary.

61%

SCORE clients with increased revenue in FY21

THE CANDIDATE

The Vice President of Corporate Sponsorships will be a lead sales executive who can identify new strategic business partnerships that generate new revenue streams to support programs that propel small business success. The Foundation, as the philanthropic arm of SCORE, delivers important financial underwriting for the SCORE mentoring and educational programs nationwide that help make small business owners thrive in every community.

Key qualifications include:

- ❖ 7-10 years of demonstrated successful revenue-generating experience from senior decision-makers in the Fortune 1000; meets or exceeds annual revenue quota.
- ❖ Experience in a leading consulting or professional services firm selling six-figure solutions to the commercial sector is highly desirable.
- ❖ A true “self-starter” with innate discipline to regularly set short-term goals that lead to long-term objectives.
- ❖ Ability to thrive in a fast-paced environment and display a sense of urgency when balancing time-sensitive tasks.
- ❖ Can manage timely follow-up during the prospective sponsor engagement process.
- ❖ Comfortable presenting to Board members both inside and external to the Foundation.
- ❖ Excellent verbal and written communication skills.

MORE THAN

5.7 million

people sought business educational help through score.org in FY21



To learn more and to submit an application, please visit:
<https://waterstonehc.com/driwaterstonehc/position/score-vp/>

All first-round interviews for this position will take place via video conference with DRiWaterstone.

DRiWaterstone is an executive search firm that recruits senior leaders for non-profit and social enterprise organizations.

The SCORE Foundation provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type 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, state, or local laws. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.