

The Los Angeles Philharmonic Association is currently seeking a: Director, Corporate Partnerships

Founded in 1919, the Los Angeles Philharmonic Association presents, and promotes the performing arts in its varied forms at the highest level of excellence to a diverse and large audience, at Walt Disney Concert Hall, the Hollywood Bowl, and The Ford.

Position Summary:

Reporting to the VP of Marketing & Communications, the Director, Corporate Partnerships directs the strategy and implementation of the LA Phil's Corporate Partnerships program, securing and sustaining corporate underwriting and sponsorships for LA Phil projects including concerts, concert series and special events at Walt Disney Concert Hall, the Hollywood Bowl and The Ford as well as local, national and international tours, YOLA and the Beckmen YOLA Center.

Position Elements:

- Create a long-term strategic plan to broaden the sponsorship base for the LA Phil and increase sponsorship revenue
- Develop creative sponsorship packages that provide corporations with measurable return on their sponsorship investments through distinct brand association, entertainment, and activation opportunities
- Identify new ways to sell sponsorships through innovative packaging of LA Phil programs and creative marketing/advertising opportunities
- Oversee the implementation of the corporate partnerships packages, including negotiating sponsorship agreements and managing the delivery and activation of sponsorship rights and benefits while representing the LA Phil brand
- Oversee the delivery of sponsorship benefits, meeting contract specifications and deadlines
- Oversee coordination with appropriate LA Phil departments to ensure delivery of sponsorship benefits including marketing, box office, house crew, and other departments as required
- Oversee research to identify, cultivate and solicit new prospects whose markets reflect the reach of the LA Phil at both venues as well as touring
- Create all strategies and direct all procedures for renewing and/or upgrading and stewarding current corporate support for the organization
- Supervise the production of effective presentation materials such as research, letters, proposals and detailed work plans for sponsors and/or prospects, generating support for all artistic and educational programs of the LA Phil and utilizing all LA Phil marketing research and demographic data. Work collaboratively with philanthropy communications and leadership of the LA Phil on complex proposals, as appropriate
- Create a pipeline for new sponsorships
- Staff and represent the LA Phil at sponsorship events and on tour as needed, delegating to staff as appropriate
- Set goals for sponsorship staff and monitor results. Actively and effectively manage staff in order to meet department goals. Recruit, hire, train, supervise, mentor and evaluate staff
- Participate actively as a senior team member within the Marketing & Communications department

- Collaborate, interact and partner with other senior members of the LA Phil staff in order to further Corporate Partnerships goals as well as the LA Phil mission

Position Requirements:

- A minimum of 8 years' experience in corporate sponsorship in the arts, entertainment, sports, with proven sales track record or equivalent experience in corporate sales
- Excellent knowledge of advertising, media buying, corporate sponsorships, cause marketing, social media and other on-line techniques, and arts sponsors
- Professional leader able to inspire, manage and mentor staff
- Articulate, poised, and calm under pressure
- Ability to work both independently and in a team environment, work with a diverse population, be flexible, goal and results oriented, meet deadlines goals and budgets.
- Excellent interpersonal skills with strong written and verbal skills.
- Excellent computer skills including Word, Excel, Power Point, and familiarity with sales or fundraising software
- Available and willing to work nights and weekends as required
- Background and interest in the performing arts desirable but not necessary
- Dedication and commitment to engage in and promote diversity, equity, and inclusion within the staff, vendors, and within interactions with the surrounding community is a must
- Secondary language fluency is a plus

COVID Workplace Safety Requirements

This position will require you to interact with employees, patrons, vendors and others who may or may not be vaccinated or recently tested. You will be required to wear personal protection equipment (PPE) required by the LA County Department of Public Health protocols and the LA Phil. You agree to comply at all times with the LA Phil's COVID-19 Prevention Plan, including testing and vaccination requirements.

How to apply:

Complete the online application by clicking [here](#).

- Complete the application with all pertinent information.
- At the end of the application, a confirmation page will appear when your submission has been successful

The Los Angeles Philharmonic Association will consider for employment qualified Applicants with Criminal Histories in a manner consistent with the requirements of the FCIHO.

EQUAL EMPLOYMENT OPPORTUNITY POLICY

The Los Angeles Philharmonic Association embraces and is committed to diversity and inclusion within our staff, musicians, guest artists, audiences, and surrounding communities. The Association does not discriminate on the basis of race, color, religion, religious creed (including religious dress and religious grooming), sex (including pregnancy, perceived pregnancy, childbirth, breastfeeding, or related medical conditions), sexual orientation, national origin, ancestry, citizenship, age, physical or mental disability, legally protected medical condition or information, genetic information, marital status, gender, gender identity, gender

expression, military status, veteran status, or any other basis protected by federal, state, or local law. Consistent with the law, the Association also provides reasonable accommodation for disabled applicants and employees in accordance with the Americans with Disabilities Act (ADA) and the California Fair Employment and Housing Act, for pregnant employees who request an accommodation with the advice of their health care providers, for pregnancy, childbirth or related medical conditions; for employees who are victims of domestic violence, sexual assault or stalking; and for applicants and employees based on their religious beliefs and practices.