

Director of Corporate Sponsorships

This is a civilian position that works for a 501(c)3 non-profit that supports the Air Force Academy. This position does not require military service or graduation from the United States Air Force Academy.

UNITED STATES AIR FORCE ACADEMY ASSOCIATION & FOUNDATION

The United States Air Force Academy Association & Foundation (“Association & Foundation”) believe strongly that the United States Air Force Academy (“Academy”) is a vital national resource, upholding the invaluable mission of developing leaders of character for our Air Force, Space Force and nation. The Association & Foundation have joined forces to accomplish their complementary missions to actively support these leaders as well as the Academy and its cadets.

The core values of the United States Air Force Academy are Integrity First, Service Before Self, and Excellence in All We Do. These same core values guide the Association & Foundation, as well as our boards and staff.

THE OVERVIEW

The Association & Foundation, in support of the U.S. Air Force Academy, seeks a strategic, results-driven, and relationship-oriented Director of Corporate Sponsorships to join our growing Philanthropic Partnerships team. This full-time role will lead the development, execution, and stewardship of high-impact sponsorship opportunities that directly support the mission of the United States Air Force Academy (USAFA) and benefit cadets, key programs, and the broader Academy community.

Reporting to the Assistant Vice President of Philanthropic Partnerships, the Director of Corporate Sponsorships will build and manage a portfolio of corporate partners and prospects, develop tailored sponsorship strategies, and oversee activation and fulfillment for a range of Academy-aligned initiatives. This leader will collaborate across internal teams and with Academy stakeholders to drive sponsorship revenue and maximize the value and visibility of partner relationships.

The ideal candidate is a proactive, creative, and metrics-driven professional with a deep understanding of sponsorship strategy, exceptional communication skills, and a passion for mission-driven work.

DAILY RESPONSIBILITIES

- Understand, uphold, and promote the ethical standards and core values of the Academy, and the Association & Foundation.
- Learn and understand how the Association & Foundation interacts with the Academy and other Academy-related nonprofit organizations that support various areas of the Academy.
- Lead the development and execution of a comprehensive sponsorship strategy focused on revenue growth and long-term partnership retention.
- Identify, cultivate, and steward relationships with local, regional, and national corporate sponsors aligned with the mission and priorities of the Association, Foundation, and USAFA.
- Serve as the primary point of contact for all sponsorship activities—from prospecting and proposal development to contract negotiation and activation.

- Build custom sponsorship packages and presentations that align sponsor objectives with Academy initiatives, events, and engagement opportunities.
- Ensure exceptional sponsorship fulfillment, including tracking deliverables, reporting outcomes, and delivering data and metrics that showcase sponsor impact.
- Collaborate with cross-functional teams, including marketing, events, programs, and development to maximize sponsor visibility and integration.
- Maintain accurate records and reports through Raiser's Edge or similar CRM software, providing timely updates on revenue, pipeline, and prospect activity.
- Represent the Association and Foundation at key meetings, events, and industry functions; occasional travel and evening/weekend work required.
- Stay current on USAFA priorities, cadet programs, and institutional developments to inform sponsorship alignment and storytelling.
- Contribute to a high-performing, mission-driven culture through teamwork, initiative, and professionalism.
- Develop and manage the Association and Foundation's internal and external assets to maximize value and engagement.
- Oversee and cultivate both internal and external assets of the Association and Foundation, ensuring alignment with organizational goals.
- Develop, maintain, and enhance the Association and Foundation's internal and external resources to support strategic initiatives.
- Perform other duties as assigned.

KNOWLEDGE, SKILLS, AND ABILITIES

- Minimum 5 years of experience in corporate sponsorship, sales, partnership development, or a related field.
- Proven track record of securing and managing successful sponsorships or corporate partnerships.
- Strong interpersonal and negotiation skills with the ability to build trust-based relationships with key decision-makers.
- Excellent verbal and written communication skills, including experience creating proposals and making client presentations.
- Highly organized with the ability to manage multiple projects, prioritize deadlines, and adapt in a fast-paced environment.
- Creative, strategic thinker who brings a collaborative and entrepreneurial mindset.
- Experience using a CRM platform (preferably Raiser's Edge).

REQUIRED QUALIFICATIONS

- Bachelor's degree required; advanced degree preferred.
- A valid driver's license and any related insurances.
- An ability to pass a DBIDS Background check for which are required in order to maintain access to the Association & Foundation's principal offices on the Academy.

COMPENSATION AND BENEFITS

The salary range for this position is \$85,000 - \$95,000. The Association & Foundation offers a competitive benefits package including but not limited to medical, dental, vision, life insurance, short-term and long-term disability, retirement and paid time off for all full-time employees.

SUBMISSION INSTRUCTIONS

Applicants must submit a cover letter and a resume to receive full consideration. Applications can be submitted via https://recruiting.myapps.paychex.com/appone/MainInfoReq.asp?R_ID=6908483. The position will remain open until filled.