



Sponsorship Sales Contractor

Duration: December - August

Compensation: 100% Commission-Based

Boston While Black (BWB) is seeking motivated and experienced Sponsorship Sales Contractors to drive sponsorship acquisition for our signature public events. This role will focus on securing partnerships that align with our mission, helping sponsors achieve their marketing objectives while supporting the success of our events. We may hire more than one contractor for this role.

Key Responsibilities:

- **Prospecting and Closing Deals:** Identify and approach potential sponsor companies, build relationships, and secure sponsorship commitments. Once deals are closed, transition them to the appropriate event lead to ensure seamless execution.
- **Strategic Alignment:** Connect sponsor marketing goals and objectives with the appropriate sponsorship opportunities, ensuring a mutually beneficial partnership.
- **Presentations:** Conduct meetings with potential sponsors to present the sponsorship prospectus, address inquiries, and provide clear communication on sponsorship benefits.
- **Priority Engagement:** Prioritize securing top-tier sponsors early in the process to build momentum and attract additional sponsors across all tiers.
- **ROI Communication:** Clearly articulate the return on investment (ROI) for potential sponsors, leveraging data and case studies as needed to strengthen proposals.
- **Collaboration:** Join sponsorship meetings with the CEO as needed to secure high-value partnerships and ensure alignment with BWB's strategic goals.
- **Relationship Transition:** Work collaboratively with the incoming VP of Partnerships and Business Development (starting during the contract period) to transition relationships smoothly for long-term stewardship.

Key Expectations:

- Represent the brand and professionalism of Boston While Black with all sponsors, ensuring alignment with the company's mission and values.
- Contribute significantly to BWB's revenue goals, driving over \$1 million in sponsorship revenue within a fast-paced timeline.

Ideal Candidate Profile:

- Extensive experience in sponsorship sales or a related field, with a strong history of successfully securing sponsorship deals ranging from \$25,000 to \$500,000.
- Strong network of potential sponsor contacts.
- Exceptional communication and negotiation skills.



- Ability to work independently, meet deadlines, and achieve sales goals.
- Familiarity with BWB's mission and an ability to convey its value to sponsors.

Why Join Us?

This is a unique opportunity to play a pivotal role in the success of BWB's public events, fostering connections between brands and our vibrant community. With flexibility, the possibility of high earnings, and a direct impact on the company's growth, this role offers an exciting chance to contribute to meaningful work.

TO APPLY, SEND RESUME AND COVER LETTER TO HIRING@BOSTONWHILEBLACK.COM

About Boston While Black

Boston While Black (BWB) is the leading connector to community and culture for Black people in Boston, fostering a deep sense of belonging that transforms where they live, work, and play. Through our tech-enabled membership community, we provide curated resources and connections that help members shape the city they want to live in. We partner with companies and institutions, equipping them to champion and invest in the Black experience. BWB also curates annual signature events that redefine the regional narrative about the presence and impact of Black communities.

We are expanding our reach with a tiered membership model, city-based scaling, and an ambitious brand relaunch in April 2025. As we grow into new markets, BWB is building a national model to foster belonging and create thriving spaces centered on the Black experience.