



## **VP of Partnerships and Business Development**

**Location:** Boston, MA (Remote/Hybrid)

### **About the Role**

The **VP of Partnerships and Business Development** will lead efforts to drive revenue and expand impact through strategic partnerships, sponsorships, and new business opportunities. This high-visibility role combines immediate revenue from sponsorships and events with long-term growth strategies, such as scaling the organization into new markets and developing innovative partnership models.

As a critical partner to the CEO, this role will drive the company's revenue growth by strengthening sponsorship and partnership opportunities. As a core leadership team member, the VP will also oversee sales and account management functions, ensuring the delivery of exceptional value to our partners and sponsors. While this role is focused on leading and building a team, significant hands-on involvement will be required in the first 3–6 months. The VP will need to personally engage in prospecting, securing partnerships, and refining processes before delegating or scaling these efforts. The ideal candidate must thrive in a constantly evolving startup environment and bring a passion for centering the Black experience.

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### **Key Responsibilities**

#### **Revenue Growth:**

- Develop and execute strategies for partnerships, sponsorships, and new business opportunities.
- Drive revenue by creating and managing sponsorship packages and tracking metrics to measure impact.

#### **Sponsorship and Campaign Management:**

- Secure sponsorships for events, campaigns, and digital programs.
- Collaborate with the events and marketing teams to ensure sponsorship deliverables and partner satisfaction.

#### **Strategic Partnerships:**

- Build and maintain relationships with corporate, cultural, and community partners.



- Identify growth opportunities through multi-year agreements and co-branded campaigns.

#### **Sales Team Leadership:**

- Build and manage a high-performing sales organization.
- Set sales goals and KPIs to drive success.

#### **Account Management:**

- Oversee key accounts and ensure partners receive exceptional service.
- Implement processes to track and retain sponsors and partners.

#### **Administrative Responsibilities:**

- Manage CRM systems to track leads, opportunities, and progress.
  - Coordinate with legal and finance teams to execute contracts and track payments.
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#### **Qualifications**

- 10+ years of experience in business development, sponsorship sales, or partnerships.
  - Proven success in driving revenue growth and managing high-value accounts.
  - Proficiency in CRM platforms (e.g., Salesforce, HubSpot) and tech tools.
  - Ability to lead teams, thrive in a startup environment, and execute strategic goals.
  - Passion for creating spaces that center on the Black experience.
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#### **Compensation and Benefits**

- Salary: \$150,000–\$180,000 (dependent on experience).
- The role includes a performance-based bonus or incentive structure tied to achieving key revenue and partnership goals.
- Comprehensive health, dental, and vision coverage.
- Paid time off, flexible work options, and professional development stipends.
- Hybrid workplace with in-person meetings and events.
- The opportunity to shape the growth of a mission-driven organization.

**TO APPLY, SEND RESUME AND COVER LETTER TO [HIRING@BOSTONWHILEBLACK.COM](mailto:HIRING@BOSTONWHILEBLACK.COM)**

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## **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.