

## **MANAGING DIRECTOR - CLIENT FOUNDATIONS**

### **CORPORATE OVERVIEW:**

Prolanthropy is the largest and most successful provider of philanthropy management services in professional sports, specializing in the formation and management of non-profit foundations of professional athletes. Having established an industry leading presence built on nearly two decades of world-class results, Prolanthropy provides clients with the fiduciary, governance, event, programming, and marketing expertise needed to achieve their philanthropic goals.

### **POSITION:**

The Managing Director - Client Foundations (MD) is responsible for the leadership of their respective Foundations, as well as team management. This position reports directly to Prolanthropy's Senior Vice President of Client Management.

This full-time position will be located at the headquarters of Prolanthropy in Florence, Kentucky. With an international reach, this is an excellent opportunity to work within the world of philanthropic endeavors as well as in sports management and sports marketing.

Prolanthropy utilizes the Goering Center's DISC Model and The Six Types of Working Genius Assessment to assess the strengths, weaknesses, and personality types of current staff and future staff candidates. Candidates should be familiar with these models and/or be prepared to take one or more of these assessments if selected for an interview.

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## **ROLE:**

THE MANAGING DIRECTOR'S ROLE: HERE'S WHAT AN MD DOES:

- Entrepreneurial "spark plug"
- Inspirer
- Passion provider
- Developer of new/big ideas/breakthroughs
- Big problem solver
- Engager and maintainer of big external relationships
- Closer of big deals
- Learner, researcher, and discoverer
- Collaborator with the Client on the Foundation's vision and then champion that vision within their respective Client teams and Prolanthropy

THE MANAGING DIRECTOR'S DNA: HERE'S WHAT AN MD IS:

- Entrepreneurial juice
- Has lots of ideas/idea creation/growth ideas
- Strategic thinker
- Always see the big picture
- Has a pulse on the industry and target market
- Research and develop new products and services
- Manage big external relationships (*client, agent, client stakeholders, client's playing team, Foundation's Executive Boards, major sponsors, major partners, etc*)
- Get involved with non-major sponsors and employees when vision is needed
- Inspire people
- Creative problem solver (big problems)
- Create the company vision and protect it
- Sell and close big deals
- Connect the dots
- On occasion do the work, provide the service, make the product

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## **PRIMARY RESPONSIBILITIES INCLUDE:**

### **Client Team Leadership and Management:**

- Accountable for leading a multi-functional, cross-department Client Management Team to deliver impact, fundraising and outreach programs that meet each client's Foundation goals

### **New Client/Foundation Creation:**

- Collaborate with CEO, the SVP of Marketing & Media, and the SVP of Client Management to create a new client proposal and Annual Plan
- Introduction of the Client to the Prolanthropy Client Management Team

### **Client & Foundation Management:**

- Ownership and accountability for the Client relationship for multiple Client Foundations
- Ownership of Client's Foundation strategy and results in fundraising, events and programs
- Accountable for establishing and achieving Foundation revenue and expense goals (P&L)
- Communications with Client and Stakeholders

### **Foundation's Board of Directors Management:**

- Accountable for consistent strategy and budget status communications with the fiduciary Board of Directors using Prolanthropy's documented standard operating procedure for Board of Directors Management

### **Foundation's Executive Advisory Board Development and Management:**

- Collaborate with the Senior Vice President of Client Management to develop an Executive Board Development Strategy based on Prolanthropy's Executive Board Development Model
- Participate with Senior Vice President of Client Management in following the Prolanthropy's documented standard operating procedure for Executive Board Development
- Ownership and management of the Foundation's advisory Executive Board relationships and incorporating Prolanthropy's documented standard operating procedures for Executive Board Management
- Recruiting and integration of new advisory Executive Board Members

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## **Major Sponsorship Development and Management:**

- Development and management of major sponsorships, major in-kind partnerships, and major caused-based marketing partnerships
- Negotiate agreements with major sponsorships, major in-kind partnerships, and major caused-based marketing partnerships
- Cultivate ongoing relationships with major sponsors and major in-kind partners

## **Event and Program Sponsorship Management:**

- Equip Prolanthropy's Development Team with the ability to manage Prolanthropy's documented standard operating procedures for sponsorship of fundraising events and outreach programs that meet revenue goals. In the absence of this Development Team, the MD must temporarily fulfill this role.

## **Foundation Impact and Outreach Program Development:**

- Collaborate with the Client and the MD's respective Client Management Team to establish impact goals and outreach strategy

## **To be considered for the Position, the Job Qualifications are as follows:**

- 4-year college degree preferred, but not required
- Minimum 2 years of experience in Account Executive Management and/or Sales
- Demonstrated success in implementing effective client/account management strategies
- Proficiency in Outlook, MS Word and Excel
- Strong Planning, organizational, research and budgeting skills
- Strong written, verbal and interpersonal communication skills
- Ability to prioritize and successfully complete multiple tasks with attention to detail
- Ability to travel ~15% of workdays, within the United States
- Must possess excellent time management and organizational skills
- Experience within the non-profit and sports industries is a plus, but not required

Please email Resume, Cover Letter and Salary requirements to: [hr@prolanthropy.net](mailto:hr@prolanthropy.net). Only submissions that include Resumes, Cover Letter and Salary Requirements will be considered. Please do not reach out via telephone, cold call visit or emailing staff to addresses other than the above as your resume will not be reviewed. For your resume to be considered, you must include the title "Managing Director – Client Management" in the subject line in your email submission. Employment is subject to reference, education and background check validation. Prolanthropy is an Equal Opportunity Employer.