

Changemaker Challenge – Sponsorship Coordinator

Position Overview:

As a **Sponsorship Coordinator** for the Changemaker Challenge, you will play a vital role in securing both monetary and in-kind donations for the event, promoting the Challenge in a professional manner and managing strategic relationships with external organizations. In your role, you will work with the Chair to ensure a successful event for all attendees. By working with a team of dedicated individuals, you will develop your teamwork, interpersonal, and leadership abilities. Your team will be led by the Chair, Prashant Shashikumar.

Your term will run from **November 2017 to February 2018**.

Responsibilities:

- Create a detailed, tiered sponsorship plan that portrays the value of the Challenge
- Cold calling, emailing, and written status reports regarding outreach initiatives
- Manage and organize records of sponsorship
- Actively source new potential sponsors
- Ensure sponsor's values align with those of Enactus SFU

Qualifications:

- Previous teamwork and leadership experience is an asset
- Detail-oriented, focused, and dependable during times of pressure and stress
- Strong communication and interpersonal skills
- Effective time management skills, with the ability to prioritize and multitask
- Previous corporate relations experience is an asset
- Excellent verbal and written communication skills
- Strong negotiation and persuasion skills
- Accountable, responsible, and confident in your own abilities

If you have any questions about the position, feel free to contact the Chair, **Prashant Shashikumar** at pshashik@sfu.ca