



Outreach Manager - Sponsors & Partnership

The Outreach Manager - Sponsors & Partnership communicates frequently with Monarchs Staff, the team, and other parties to develop strategic relationships with sponsors and community partners who align with the Monarchs mission and strategy, ensuring the Monarchs build relationships with historically marginalized-ran organizations such as women's, LGBTQ+, Black and Brown led organizations. The Outreach manager is responsible for developing and maintaining relationships with sponsors and partners, creating documents to support the solicitation and collaboration of these entities, and support organization of outreach activities. The Outreach Manager will work with other Monarchs Staff as needed to leverage sponsor and partner relationships in operations, marketing, and other activities. This position reports to the Executive Director / Board of Directors.

Responsibilities:

- Build and maintain sponsorship relationships; write sponsorship documents and other pitch documents; meet and pitch sponsors directly
- Develop and maintain community relationships; organize and implement clinics and workshops
- Work in coordination with local disc organizations (Milwaukee Ultimate, Chicago Ultimate, Madison Ultimate Frisbee Association, and others), and other youth ultimate to organize community and youth clinics during the season
- Field requests and coordinate with players to attend area high school practices
- Generate and share other community engagement ideas and organize players to assist in carrying out ideas
- Design and work with Operations Manager to plan in-game activities to engage fans (ie t-shirt/disc toss, half time competition of youth teams, etc)
- Run thank you campaigns for sponsors (ie, thank you card mailing)
- Assist managers in finding and scheduling volunteer staff for game day functions
- Offer input and feedback as requested and advocate for ways to involve and/or grow the Milwaukee ultimate community

This position cannot be a player.