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2429 Gilbert Ave  
Cincinnati, OH  
45206

**Job Title: Business Development & Partnerships Manager**

**Salary Range: \$50,000 - \$60,000**

**Job Type: Full-time Exempt**

**Location: 1001 Colors Creative Campus, 2429 Gilbert Avenue, Cincinnati, OH 45206**  
(Hybrid with 1 remote day/week)

**Reports to: Senior Director of Advancement**

### **Position Summary**

The Business Development & Partnerships Manager drives earned revenue and corporate sponsorships. This role leads fee-for-service business development while building strategic corporate partnerships that support programs and events. This is a relationship-focused, sales-driven role responsible for expanding revenue, growing client and sponsor pipelines, and advancing long-term sustainability.

### **Key Responsibilities**

#### **Business Development & Earned Revenue (65%)**

- Build and manage a robust pipeline of prospective clients for fee-for-service offerings (e.g., public art, creative services, consulting, event rental or related programs)
- Identify, cultivate, and secure new business opportunities aligned with organizational capabilities
- Lead the full sales lifecycle: prospecting, outreach, proposal development, negotiation, and closing
- Align client needs with program delivery, timelines, and capacity
- Maintain client relationships to drive repeat business
- Contribute to organizational revenue planning and forecasting by providing accurate sales projections and pipeline insights

#### **Corporate Sponsorships & Strategic Partnerships (25%)**

- Develop and execute sponsorship strategies for major programs, events, and initiatives
- Create tailored sponsorship packages
- Identify and cultivate new corporate partners
- Manage sponsor relationships to ensure strong retention and growth
- Align sponsor messaging with marketing and organizational goals
- Leverage overlap between clients and sponsors to deepen engagement and revenue opportunities



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### Event & Relationship Engagement (10%)

- Attend key fundraising and cultivation events to build relationships with corporate partners and clients
- Support sponsor engagement and stewardship at events (not responsible for event logistics)
- Represent the organization externally with professionalism and enthusiasm

### Qualifications

#### Required

- 5+ years of experience in business development, sales, partnerships, or related field
- Proven track record of meeting or exceeding revenue targets
- Experience managing a sales pipeline and closing deals
- Strong relationship-building and communication skills
- Ability to think strategically while executing tactically
- Highly organized with strong attention to detail and follow-through

#### Preferred

- Experience in nonprofit, arts, or mission-driven organizations
- Background in sponsorship sales or corporate partnerships
- Familiarity with CRM systems (e.g., Salesforce)
- Experience working across teams to deliver complex projects or services

### Key Competencies

- Results-driven and revenue-oriented, with an entrepreneurial and proactive approach
- Strong communicator and skilled negotiator
- Highly organized with excellent attention to detail and follow-through
- Able to manage multiple priorities while consistently delivering on commitments
- Demonstrates strong relationship-building skills, both internally and externally
- Provides a high level of client service, ensuring a positive and responsive partner experience
- Collaborative team player who works effectively across functions
- Adaptable and responsive, with the ability to adjust approach and demeanor to meet changing needs and priorities