

Position Deleted on 7/29/2022.

Director of Corporate Support, Partnerships and Marketing

[Augustana College](#)

Rock Island, IL

Type: Full-Time

Posted: 07/05/2022

Category: [Communications, Marketing, and Public Affairs](#); [+1](#)

Company Description:

Augustana College is a private, selective, residential college of the liberal arts and sciences with enrollment of 2600 students. Our beautiful residential 115-acre campus is located in Rock Island, Illinois, part of the Quad Cities metropolitan area along the Mississippi River, 165 miles west of Chicago. Augustana awards the Bachelor of Arts in about 90 majors and related academic programs. Our diverse student body, includes 26 percent first generation college students, 23 percent Pell Grant students, 24 percent students of color, and 12 percent international students.

As part of the Augustana 2020 Strategic Plan, the campus has committed to growing as a community who welcomes and includes those historically underrepresented groups on our campus. Information on these initiatives and future plans can be found at: <http://www.augustana.edu/about-us/president/diversity>.

Employees at Augustana enjoy an excellent benefit package including medical, retirement, generous paid time off, tuition benefits for employees and their family members, and much more.

Job Description:

Job Title: Director of Corporate Support, Partnerships and Marketing

Revised: May 2022

Department: WVIK

Grade: 735

Status: Exempt Full-Time

Reports To: WVIK Director of Development

Summary: This position manages the WVIK corporate underwriting and marketing programs. This position creates, implements, and monitors an underwriting plan to meet the underwriting goals and represent WVIK in the Quad City, Dubuque, Iowa City and Galesburg areas. The successful candidate will have media sales experience, be a self-motivated leader with a track record of success in sales management, provide strong customer service and communication skills with all clients, and co-workers.

Underwriting tasks include overseeing and participating in renewal of existing contracts and prospecting for new underwriters and helping to establish underwriting packages and rates, ensuring compliance with FCC regulations. Identifies new opportunities for corporate sponsorships such as online, podcast and newsletter opportunities, event sponsorships, and more. Works closely with the Director of Development, CEO, Station manager and part-time underwriting sales executive, as well as other WVIK employees to meet the WVIK-FM underwriting and corporate support goals.

Essential Duties & Responsibilities Include:

1. Works with WVIK Director of Development to generate underwriting revenue and meet the established revenue goals through prospecting, determining sponsor needs, presenting solutions using on-air announcements, digital (banner ads, e-newsletter, pre-roll, podcast) and event sponsorships.
2. Solicitation of underwriting support, sponsorships, and solicitation of corporate challenge grants for use during on-air fundraising campaign.
3. Research and preparation of materials to aid corporate solicitations.

[Apply on Institution's Website](#)

5. Represent WVIK through direct contact and at public events in the Quad Cities, Galesburg, Iowa City, Dubuque and other areas in the listening area.
6. Serves as a member of the WVIK staff team, attending meetings, helping with station operations, activities, events, and collaborating with others.
7. Keeps the Director of Development updated on account and prospect status through regular meetings and timely reports.
8. Support on-air fundraising efforts through a variety of duties as needed.
9. Assist with WVIK operations, activities and events as needed or requested.
10. Other duties as assigned.

Requirements:

Education & Experience:

- B.A. in Business, Communications, or a related field or equivalent experience.
- A Minimum of 5 years of demonstrated success in fundraising, development, marketing or a related field. Working knowledge of public broadcasting or non-profit operations is required. This position must be able to operate in a highly commercialized and competitive media sales environment, but do so within the boundaries of and with sensitivity to a not-for-profit, non-commercial media outlet.
- Valid drivers license and clean driving record required.

Qualifications:

- Knowledge of public broadcasting and public broadcasting sales.
- TV and or radio sales experience.
- Ability to relate to diverse, multicultural people and groups.
- Familiarity with Quad Cities and region-specific businesses desirable.
- Must have a strong sales ability and dedication to client service.
- Excellent communication skills with a diverse audience including colleagues, listeners, station members, potential givers and members of the business community.
- Ability to work independently with little direction.
- Ability to possess proven excellence in preparation and presentation of solicitation materials; competence in the use of computers in business applications including Microsoft Office, Power Point, Google Docs and more.
- Working knowledge of media sales terms and practices.
- An appreciation for public radio's mission and best practices.

Travel: This position requires frequent off-campus work with some out of town travel within the region to visit current and prospective underwriters. Reliable transportation is required.

Physical Requirements: Must be able to lift 10 pounds on a frequent basis. Also required is the ability to listen, hear, speak, climb stairs, bend, stoop, and stand for intermittently long periods of time.

Special Requirements: The ability to speak clearly in the English language. All prospective employees must pass a criminal background check.

Additional Information:

Augustana College is an Equal Opportunity Employer. Augustana College provides equal opportunity to all qualified employees and applicants without regard to race, national origin, religion, sex, sexual orientation, gender identity, age, disability, veteran status, and any other category protected by federal, state, or local law.

Note: This job description is subject to change and is not designed to be a comprehensive listing of activities, duties or responsibilities that are required by the employee.

Application Instructions:

Interested applicants should submit a resume and cover letter.

Position will remain open until filled. First review of applicants will be July 18th.

Related Searches:

[Communications, Marketing, and Public Affairs](#)

[Development and Fundraising](#)



Augustana College website posting

Johnson, Jared <jaredjohnson@wvik.org>

[Do Not Reply] Invitation to review the Director of Corporate Support, Partnerships and Marketing posting

Interview Exchange <info@interviewexchange.com>

Fri, Jul 1, 2022 at 9:56 AM

To: jaredjohnson@wvik.org



07/01/2022

Augustana College

Dear Mr. Johnson,

You have been invited to review a job posting for [Director of Corporate Support, Partnerships and Marketing](#) .

Please [login](#) and click on 'Manage Jobs' to access this job. If needed, on the Manage Jobs page, please click the Open Jobs and/or Closed Jobs tab to find the job below.

Posting DetailsCompany Name: **Augustana College**

Job ID: 149788

Job Title: Director of Corporate Support, Partnerships and Marketing

Job Category: Administrative & Staff

[Click here to access this job posting](#)

For any questions or clarifications, please contact Augustana College Human Resources.

For any technical or system assistance, please contact us via the online [Help Desk](#) at Interview Exchange.

Thank you for using the Interview Exchange.

Interview Exchange Support



Augustana College website posting

Johnson, Jared <jaredjohnson@wvik.org>

[Do Not Reply] Invitation to review the Corporate Support Associate posting

1 message

Interview Exchange <info@interviewexchange.com>
To: jaredjohnson@wvik.org

Wed, May 25, 2022 at 4:31 PM



05/25/2022
Augustana College

Dear New User,

You have been invited to review a job posting for Corporate Support Associate .
Please [login](#) and click on 'Manage Jobs' to access this job. If needed, on the Manage Jobs page, please click the Open Jobs and/or Closed Jobs tab to find the job below.

Posting Details

Company Name:	Augustana College
Job ID:	148184
Job Title:	Corporate Support Associate
Job Category:	Administrative & Staff

[Click here to access this job posting](#)

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Interview Exchange Support