



# WELCOME TO THE SCORE FOUNDATION

## THE PHILANTHROPIC ARM OF SCORE

Collaborating with corporate sponsors  
to support SCORE mentoring and  
programs for small business



**VICE PRESIDENT, CORPORATE SPONSORSHIPS  
REMOTE**

**DR*i* Waterstone**  
HUMAN CAPITAL

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## ABOUT US

The SCORE Foundation is a 501(c)(3) non-profit organization that serves as the philanthropic arm of SCORE, America's premier source of free and confidential business advice to entrepreneurs and small business owners. Through individual donations and institutional sponsorships, the Foundation supports the SCORE education programs and free mentor network of more than 10,000 volunteers who work in every community to help small businesses succeed and prosper.

## MESSAGE FROM THE PRESIDENT



**Liz Sara**

President, SCORE Foundation

"We are grateful to the many corporate and individual gift donors for the financial support they bring to the SCORE Foundation. Those dollars allow SCORE to help entrepreneurs to start, operate and grow their small business, overcoming the challenges they face along the way.


For decades, SCORE has played an active role in fostering small businesses across the country through a volunteer network which today numbers 10,000 expert executives. They provide free advice and mentoring at the local level. In addition, national educational programs and tools are developed each year to help those founders take their company to the next level. The financial contributions drive the program creation and delivery – as well as the people that implement them – to reach both new and ongoing small business founders. Those companies bring the vibrancy and variety to the neighborhoods in which we choose to live and work. We need them.

As an entrepreneur and former small business owner throughout my career, I know the value of having trusted advisors just a phone call away. I invite you to join us in supporting America's entrepreneurial spirit through your gift to the SCORE Foundation. And by patronizing those small businesses in your community."

MORE THAN

**5.4 million**

people sought business educational help through [score.org](https://score.org) in 2023



SCORE HELPED CREATE

**152,115**

new jobs in 2023



SCORE HELPED START

**31,167**

new businesses in 2023

## THE OPPORTUNITY

SCORE Foundation is seeking an experienced executive to serve as its **Vice President, Corporate Sponsorships**. The ideal candidate will be responsible for executing outbound selling strategies, including personally identifying, cold-contacting, cultivating, and closing major paid sponsorships from institutions to deliver contracts in the upper five-figure to lower six-figure range. The VP will seek add-on revenue opportunities to the extent possible and multi-year agreements.

Primary responsibilities include:

- ❖ Collaborate on a sales strategy in close partnership with President to reach total revenue goals annually.
- ❖ Build a 'top of the funnel' sponsor pipeline from among Fortune 1000 companies.
- ❖ Use sales techniques involving 'cold-calling', LinkedIn messaging, and email 'drip campaigns' among others to move prospects through the sales stages toward close.
- ❖ Recognize that these sponsorships are relationship custom sales.
- ❖ Meet or exceed personal annual revenue goals, set and agreed upon annually with President.
- ❖ Manage sponsor discussions, engagement, and negotiations, leading to signed contracts.
- ❖ Provide management with regular reports on the status of sales activity, including weekly pipeline updates, sales forecasts, and other sales metrics as requested.
- ❖ Conduct ongoing marketplace and industry analyses through the use of Dun's/other databases and industry/online news sources to identify new sales targets.
- ❖ Identify and attract corporations that focus on the small business sector.
- ❖ Collaborate with internal management teams in Marketing, PR, and Field Operations for input on sponsor program components during negotiations, when needed.
- ❖ Work with President to create new customized sponsorship packages in line with sponsor goals, when necessary.
- ❖ Interact with BOD regularly; opportunity to potentially build a corporate sponsorship sales team.



**91%**

of companies in business remained  
in business at the end of 2023



**48%**

SCORE clients with  
increased revenue in 2023

## THE CANDIDATE

The Vice President, Corporate Sponsorships will be a lead sales executive who can identify new strategic business partnerships that generate new revenue streams to support programs that propel small business success. The ideal candidate will be a tenacious sales leader with a demonstrated history of securing meetings and closing deals.

The Foundation, as the philanthropic arm of SCORE, delivers important financial underwriting for the SCORE mentoring and educational programs nationwide that help make small business owners thrive in every community. Key qualifications include:

### Education & Experience

- ❖ Bachelor's degree in a relevant field.
- ❖ Minimum 15 years' experience in Fortune 1000 corporate sponsorship roles.
- ❖ Demonstrated excellence in selling/fundraising skills.

### Knowledge Areas:

Proficiency in the following areas is necessary for this role:

- ❖ Sales and marketing knowledge.
- ❖ Fundraising and development knowledge.
- ❖ Project Management.

### Technical Competencies:

- ❖ Business Development.
- ❖ Contract Management.
- ❖ Financial Report Development.
- ❖ Knowledge of SCORE products & services.
- ❖ Oral communication skills.
- ❖ Sponsorship strategy and management.
- ❖ Strategic planning.
- ❖ Strategic Relationships (Existing & Developing).
- ❖ Writing-Marketing / Writing-Executive.
- ❖ Knowledge of Systems (MS Office, Smartsheets, HubSpot, Hoovers, Constant Contact).

SCORE HELD

**285,014**

mentoring sessions in 2023



To learn more and to submit an application, please visit:  
<https://driwaterstonehc.com/position/VP-corporate-mentorship-SCORE-Fdn/>

**Compensation:**

The salary range for the role is \$150k to \$165k + bonus structure.

**Location:**

Remote position.

**Equal-opportunity Employer:**

The SCORE Foundation provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, or local laws. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.

**About DRiWaterstone:**

DRiWaterstone is a women-founded and led executive search firm recognized by Forbes magazine as one of the leading executive recruiting firms in the U.S. With a focus on purpose and mission-driven organizations, we provide executive search and strategic consulting services to help regional, national, and international clients grow, thrive, and excel.