



Urban Land
Institute

Corporate Partnership Account Manager

Washington, DC

DRi Waterstone
HUMAN CAPITAL

DRiWaterstone Human Capital
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703-294-6684 / www.driwaterstonehc.com



OVERVIEW

ULI - the Urban Land Institute is a 501(c) (3) nonprofit research and education organization supported by its members.

Founded in 1936, the institute now has over 40,000 members worldwide representing the entire spectrum of land use and real estate development disciplines, working in private enterprise and public service.

As the preeminent, multidisciplinary real estate forum, ULI facilitates the open exchange of ideas, information and experience among local, national and international industry leaders and policy makers dedicated to creating better places.

The mission of the Urban Land Institute is to shape the future of the built environment for transformative impact in communities worldwide.

Members say that ULI is a trusted idea place where leaders come to grow professionally and personally through sharing, mentoring, and problem solving. With pride, ULI members commit to the best in land use policy and practice.



WHERE THE FUTURE IS BUILT



CORPORATE PARTNERSHIPS AT ULI

Corporate Partnerships at ULI offer customization, providing annual or multi-year opportunities uniquely crafted to align with the specific needs of a company.

Corporate Partnerships May Include: Memberships, Event Registrations, Event Sponsorships, *Urban Land* Magazine Advertisements, District Council Sponsorships, Product Council Dues and Dinner Fees, ULI Webinars, Corporate Subscriptions to ULI Learning, ULI, and Research Support Collaborations.



Branding & Visibility

- Listing on ULI Americas website with a link to your company website
- Opportunity to use the exclusive ULI Corporate Partner logo on your website and branding materials
- Access to the exclusive Corporate Partner lounge at Fall and Spring Meetings – Includes expedited check-in, coffee, charging stations, and a place for meetings
- Receive special logo recognition in ULI's annual report



Other Custom Benefits

- Opportunity to sponsor and customize benefits at annual meetings (Fall Meeting, Spring Meeting, Housing Conference, Resilience Summit)
- Opportunity to participate in or host events, including Advisory Services panels, TAPS, and local functions
- Opportunity to develop thought leadership reports, webinar series, and other resources that align with your company's initiatives



Exclusive Discounts

- 25% discount on key meeting registrations with product council guest fees waived
- 15% discount on membership dues for multi-year agreements
- 10% discount off multi-year event sponsorships
- 10% discount on print advertisements placed throughout partnership
- 10% discount on digital advertisements placed throughout partnership



Account Management

- Provide dedicated account manager to liaise between your corporation and ULI; Focused on strategy, engagement and building long-term mutually beneficial relationships
- Provide corporate partners with quarterly e-newsletters and engagement reports tailored to your organization's activity across ULI



THE OPPORTUNITY

The ULI Americas Corporate Partnerships Team is seeking an organized and detail-oriented individual to assist in the innovation, development, and delivery of ULI's corporate partnership program. The Account Manager is a key member of the account management team, responsible for managing a portfolio of corporate partners and event sponsors, as well as other tasks related to retaining and growing revenue through the corporate partnership program. This role is right for someone who can be strategic, highly organized, self-motivated and can thrive in a fast-paced environment. This candidate will report directly to the Senior Director, Client Services.

RESPONSIBILITIES:

- **Client Services (60%):**
 - Responsible for managing a growing portfolio of 30+ corporate partners, ensuring that agreed-upon objectives are met or exceeded wherever possible.
 - Design account strategies and craft compelling written proposals that maximize partner engagement.
 - Become a trusted advisor with corporate partner accounts and stakeholders.
 - Collaborate with internal ULI teams in support of maintaining corporate partnerships.
 - Ability to resolve corporate partner issues and concerns.

- **Event Sponsorship (30%):**
 - Oversee and manage a portfolio of sponsors for ULI's major meetings.
 - Coordinate and execute sponsor benefits as outlined in sponsor agreements, ensuring all deliverables are met on time and to specification.
 - Monitor sponsorship payments to ensure timely and accurate processing.
 - Co-lead Client Services' sponsored activations on-site for both Fall and Spring Meetings.

- **Additional Responsibilities (10%):**
 - Develop content and deploy quarterly corporate partner newsletters.
 - Responsible for onboarding new corporate partners and sponsors, as well as providing engagement and stewardship reports.
 - General administrative duties in support of corporate partner and sponsor portfolios.



THE CANDIDATE

Ideal candidates will be ambitious, organized, and results-driven account managers with a proven track record of success in managing and growing corporate partnerships. They will possess exceptional written and verbal communication skills, demonstrating the ability to articulate complex ideas clearly and persuasively. Attention to detail, critical thinking, and solution-oriented approaches are essential, enabling them to navigate challenges and identify innovative solutions that exceed expectations and drive long-term account growth.

Proficiency in Microsoft Excel and PowerPoint is a must.

As part of a dynamic and growing team, the successful candidate will thrive in a fast-paced environment, demonstrating adaptability and a strong desire to learn and grow.

EXPERIENCE:

- Four to five years of relevant work experience, with at least three years in account management, corporate fundraising, or partnership development, preferably in a professional association or non-profit organization.
- Experience in delivering client-focused solutions based on partner needs.
- Strong project management and organizational skills and a history of leading projects.
- Proven ability to multi-task while paying strict attention to detail.
- Self-motivated and able to thrive in a results-driven environment.
- Demonstrated ability to communicate at all levels of the organization.
- Strong interpersonal skills and the ability to collaborate effectively with cross-functional teams.
- Experience with NetForum, Raiser's Edge, Salesforce, or similar CRM programs.
- Ability to travel as required for major conference meetings and events.

EDUCATION:

- A bachelor's degree and/or relevant work experience.



Urban Land Institute

Applications:

Please submit your application to:

<https://driwaterstonehc.com/position/corp-partnership-uli>

Salary Range: \$76,500 to \$81,250

Location: Washington, DC (Hybrid – 3 Days in Office)

ULI is proud to be an equal-opportunity employer.

All qualified applicants will be considered without regard to race, color, religion/creed, sex, national origin, disability, citizenship status, sexual orientation, gender identity or expression, marital or partnership status, familial status, or any other status protected by applicable law.

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.