# Volunteer Run Committee Position Description

**Local Sponsorship Lead**

## Take the challenge:

Volunteers are the community drivers in every Run location in Canada. Together with a committee of like-minded individuals, you will raise funds for breast cancer research and support programs through the Canadian Cancer Society CIBC Run for the Cure. Planning and organizing the Run takes time, passion and creative thinking. In partnership with volunteers and staff, you will be part of something truly extraordinary in your community.

Although this is a national event, local success depends on volunteers like you. With your community insight, you will raise awareness, encourage participation, and drive fundraising results.

## What’s Involved:

As **the Local Sponsorship Lead**, strengthening relationships with existing sponsors, and attracting new sponsors to offset some event expenses and contribute to the CIBC Run for the Cure revenue will be your skill set. Working with your committee, you are responsible for understanding the sponsorship grid at a national, regional, and local level to acquire local cash, and in-kind sponsorships. Understanding sponsor benefits and obligations are fulfilled and each sponsor feels the true value of a partnership with the CIBC Run for the Cure, is a key component of this role.

## Time Commitment:

* Monthly committee meetings from May to July and biweekly in August and September
* Weekly tasks averaging 3-5 hours per week depending on the scope of tasks and time of year
* Attendance at additional weekend events are required for this position!
* Attendance and leadership role at Run events/opportunities leading up to & including Run Day (Sept 30th)
* In person availability from September 28th to September 30th, 2018

## The ideal Local Sponsorship Lead is/has:

* The ability to network and negotiate (due to sponsor hours, some of this might be required during your workday)
* Willing to leverage and expand community connections
* An understanding of agreements and how to create the greatest benefit for both parties
* A passion for sales
* The ability to work independently and as a member of a team

## You will gain and experience:

* Contributing to the organization’s vision of creating a world where no Canadian fears cancer
* Building relationships in your community with a network of volunteers and community organizers

