

Interested in a new, exciting opportunity at one of the area's leading not-for-profit and business advocacy organizations? Read on! The Chamber is hiring! See below for our current openings.

INVESTOR RELATIONS MANAGER provides program management and executes the Chamber's annual sponsorship programming. The Investment Relations Manager reports directly to and works with the CEO to meet the Chamber's strategic goals and responsibilities. The position provides general support to the Chamber's overall mission.

REQUIREMENTS

EDUCATION Bachelor degree in business or related field

EXPERIENCE Experience in project management, sales management or three years' related experience and/or training.

PROGRAM MANAGEMENT

- Manage and maintain the annual sponsorship campaign for the Chamber under the direction of the CEO and COO.

SALES Mastery of the consultative selling style to accurately and effectively match the offerings of the organization to the needs of the member organizations. Sales experience with consultative method preferred.

- Develop and deepen relationships with member companies in order to match the company needs with Chamber opportunities.
- Develop and implement consultative selling training program for all annual sponsorship sales volunteers.
- Develop and implement member retention strategies with the CEO and/or COO to reach member retention goals
- Provide leads to the CEO and/or COO of potential RREF (Robins Regional Educational Foundation) and Robins Re-Imagined investors opportunities created during member interactions

SUPERVISORY DUTIES AND VOLUNTEER MANAGEMENT

- Manage the annual sponsorship volunteer sales team ensuring a successful implementation of the building of relationships by the volunteers with our member investors.
- Supervise/Direct activities of Investor Recruitment Specialist(s)
- Provide appropriate training & support for all Investor Relations Team members

CUSTOMER SERVICE

- Provide support for and participate in Chamber events and activities as necessary at the direction of the CEO and/or COO
- Work with chamber staff to ensure the timely and effective fulfillment of sponsorships.

COMPENSATION

- Salary range \$36-42,000 with bonus potential plus a competitive benefit package including paid holidays, annual and medical leave, health and dental insurance, and 401k Plan.

The Robins Regional Chamber is an equal opportunity employer and a drug free workplace.

Please send resumes to April Bragg at abragg@robinsregion.com. No phone inquiries, please.

