



POSITION ANNOUNCEMENT

Job Title: Business Development Manager
Status: Regular, Full-time Employee
Position Location: Dallas office (Addison, TX)
Reports to: Managing Director, Membership
Start Date: Open until filled

Job Summary:

The Texas Golf Association is seeking an experienced business development professional to build and steward corporate relationships. Primary duties of the Business Development Manager will include the cultivation of existing and new corporate partners and sponsors. This individual will identify new opportunities to increase revenue, including corporate partnerships, commercial co-ventures, special events and individual giving. The successful candidate will manage and steward a portfolio of corporate and individual relationships and work as a team player to drive growth that achieves the mission and revenue goals of the TGA and TGA Foundation.

This position is accountable for significant revenue targets and will influence the strategic implementation of local and statewide initiatives. In addition, the Business Development Manager will demonstrate creative marketing and presentation abilities, increase corporate relationships, meet sales goals and build awareness for the TGA and TGA Foundation.

Responsibilities:

- Provides strategic leadership, creating and executing strategies to generate revenue annually from corporations, partners and individual donors; works to grow additional avenues of revenue
- Develops an annual business plan to meet financial targets
- Serves as a key member of the management team influencing and driving strategy, relationships and best practices to accomplish financial goals
- Responsible for developing and stewarding a portfolio of relationships from the corporate community to provide funding for our mission (sponsorship, retail campaigns, event teams, grants, donations and other partnerships)
- Develops revenue projections and provides financial analysis
- Oversees and ensures complete implementation of partner activation and fulfillment tasks
- Oversees stewardship activities; ensures a high-touch response to partners and donors
- Explores appropriate licensing activities and special promotions with corporate partners
- Recruits and leads high-level volunteers to provide local leadership, resources and partnerships
- Delivers a high level of customer service to all constituents
- Demonstrates integrity, collaboration and stewardship
- Performs other duties as assigned

Qualifications:

- Understanding of and passion for the game of golf required
- Bachelor's degree and 5 years of corporate sales and/or sponsorship experience preferred
- Proven track record of success in sales and/or fundraising and relationship management
- Existing personal and / or professional network of industry constituents and potential partners preferred



- Knowledge of product marketing/sales concepts
- Outcome-driven, with the ability to respond to changing circumstances and priorities
- Ability to manage and motivate groups and individuals
- Excellent oral and written communication, presentation and interpersonal skills
- Strong market, community and constituent perspective
- Proficiency in computer-based information systems
- Ability to work some nights and weekends

Compensation: Commensurate with experience. Base salary range \$45,000 - \$55,000 + Commission. TGA pays 100% of employee group health policy that includes medical, dental, vision. Life insurance, generous vacation and time off policy and 401K plan included.

Send cover letters and resumes to:

Texas Golf Association
Attn: Stacy Dennis
sdennis@txga.org

About the Texas Golf Association: The TGA is a nonprofit organization that serves as Texas' governing body for amateur golf. Founded in 1906, the TGA is dedicated to promoting the game in Texas and serving its membership of more than 500 clubs and 125,000 golfers. The TGA provides programs and services for golfers of all descriptions – men, women, juniors, seniors, elite competitors and beginners.