

Corporate Partnerships Director - Role & Responsibilities

The Corporate Partnerships Director is responsible for securing and maintaining strong relationships with corporate partners to ensure the financial health of the FPA Austin Chapter. This role supports the chapter's mission by developing meaningful sponsorship opportunities, stewarding partner engagement, and collaborating with the Board to deliver value to both members and partners.

1. Leadership & Chapter Engagement

- Promotes the mission and purpose of the Financial Planning Association and the Austin Chapter.
- Attends monthly Board meetings, chapter meetings, and chapter activities.

2. Partner Recruitment & Relationship Building

- Holds primary responsibility for securing corporate partners to fund chapter programs and operations.
- Meets with potential partners - ideally through face-to-face meetings or phone calls - to understand their business, goals, and motivations.
- Works closely with the Chapter Executive when onboarding new partners to ensure a smooth and professional experience.
- Maintains ongoing communication with partners throughout the year to ensure they are achieving their goals and receiving promised benefits.

3. Partnership Program Development

- Works with the Chapter Executive to update and refine the annual Partner Package.
- Develops ongoing sponsorship benefits and recognition opportunities that enhance partner visibility and engagement.

4. Communications & Content Support

- Provides ready-to-use content to the Chapter Executive for:
 - Website updates
 - Event invitations
 - Surveys