

DIRECTOR OF SPONSORSHIPS

6A. SHALL BE RESPONSIBLE FOR OVERSEEING AND COORDINATING ALL MCCA SPONSORSHIP ACTIVITIES AND INITIATIVES.

6B. SHALL WORK WITH THE BOARD TO DEVELOP AND IMPLEMENT SPONSORSHIP GOALS AND STRATEGIES FOR EACH SEASON.

6C. SHALL BE RESPONSIBLE FOR RESEARCHING, IDENTIFYING, AND RECOMMENDING POTENTIAL SPONSORS THAT MAY BENEFIT MCCA AND ITS ATHLETES.

6D. SHALL DEVELOP AND MAINTAIN A LIST OF CURRENT AND POTENTIAL SPONSORS AND COMMUNITY PARTNERS.

6E. SHALL CONTACT AND COMMUNICATE WITH POTENTIAL SPONSORS IN A PROFESSIONAL AND TIMELY MANNER.

6F. SHALL MAINTAIN ACCURATE RECORDS OF SPONSORS, SPONSORSHIP LEVELS, AGREEMENTS, PAYMENTS, AND OTHER RELATED INFORMATION.

6G. SHALL WORK WITH PRESIDENT AND VP TO ENSURE THAT ALL SPONSORSHIP PAYMENTS ARE PROPERLY DOCUMENTED, COLLECTED, AND ACCOUNTED FOR IN A TIMELY MANNER.

6H. SHALL ENSURE THAT ALL SPONSORS RECEIVE THE BENEFITS AND RECOGNITION INCLUDED WITH THEIR APPROVED SPONSORSHIP AGREEMENT, INCLUDING RECOGNIZING THEM AT SHOWCASES EVERY YEAR.

6I. SHALL COORDINATE WITH THE BOARD REGARDING SPONSOR LOGOS, BANNERS, ADVERTISEMENTS, EVENT RECOGNITION, AND OTHER APPROVED SPONSORSHIP BENEFITS.

6J. SHALL PROVIDE THE BOARD WITH REGULAR UPDATES REGARDING SPONSORSHIP OUTREACH, ACTIVE SPONSORS, PAYMENTS, AND SPONSORSHIP REVENUE.

6K. SHALL MAINTAIN PROFESSIONAL COMMUNICATION AND POSITIVE RELATIONSHIPS WITH ALL CURRENT AND POTENTIAL SPONSORS REPRESENTING MCCA.

6L. THE DIRECTOR OF SPONSORSHIPS SHALL SEEK NEW SPONSORSHIP OPPORTUNITIES THROUGH LOCAL BUSINESSES, COMMUNITY ORGANIZATIONS, AND OTHER APPROPRIATE PARTNERS.

6M. THE DIRECTOR OF SPONSORSHIPS SHALL ENSURE THAT ALL SPONSORSHIP ACTIVITIES ARE CONDUCTED IN A PROFESSIONAL, ETHICAL, AND FAMILY-FRIENDLY MANNER AND IN ACCORDANCE WITH MCCA BYLAWS AND POLICIES.

6N. THE DIRECTOR OF SPONSORSHIPS SHALL ASSIST OTHER BOARD MEMBERS WITH SPONSORSHIP-RELATED ACTIVITIES AND MAY DELEGATE RESPONSIBILITIES TO MCCA VOLUNTEERS WHEN APPROPRIATE.

6O. THE DIRECTOR OF SPONSORSHIPS SHALL COMPLETE ADDITIONAL SPONSORSHIP RESPONSIBILITIES AS ASSIGNED BY THE MCCA BOARD.

6P. SHALL ATTEND A MINIMUM OF 3 MCCA EVENTS A YEAR AND BE PRESENT AT BOARD MEETINGS.