Better Through Golf

# Director of Corporate Partnerships
# Chicago District Golf Association
## Career Opportunity

| Location: | Reports To: |
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| 11855 Archer Ave.<br>Lemont, Illinois<br>Midwest Golf House | Business Operations Officer<br>Works alongside:<br>Senior Director of Corporate Partnerships |
| **Salary Range**<br>**$40,000–$50,000**<br>**plus commission and bonus opportunities** | **Anticipated Start Date**<br>**February 1, 2027** |
| **Application Deadline: December 15, 2026** | |

## About the Opportunity

The CDGA seeks an energetic, strategic Director of Corporate Partnerships to generate revenue through year-round sponsorship, advertising and marketing partnerships. Reporting to the Business Operations Officer, and working with the Senior Director of Corporate Partnerships, this relationship-focused position will translate CDGA's membership, media, events and charitable mission into measurable value beyond signage and logos for partners, members and Member Clubs.

## What You'll Do

### Corporate Partnership Sales

- Develop annual sales strategies, revenue goals, pricing and inventory with CDGA leadership. Research and cultivate prospects through outreach, referrals, networking, agencies and Member Club relationships.
- Create customized proposals and integrated packages; negotiate and close annual and multi-year sponsorship, official-partner, advertising and marketing agreements that generate recurring revenue.
- Manage discovery, sales, activation and renewal; maintain a disciplined CRM pipeline, agreements, deliverables, payment schedules and revenue forecasts.

### Sponsorship Activation, Advertising and Media

- Sell integrated print, website, email, social, sponsored-content, video and radio packages, including the CDGA Golf Show on ESPN 1000; uphold member-data privacy standards.
- Align sponsor goals with measurable exposure, leads, hospitality and engagement. Coordinate staff delivery of materials, placements and activation commitments accurately and on time.
- Manage assigned sponsor relationships, measure results, prepare recaps and renewal presentations, and identify added-value opportunities.

### Events, Member Benefits and Member Club Programs

- Events and Foundation programs: Sell sponsorships for championships, events, education, camps and clinics, including youth, adaptive golf, veterans and other programs. Develop hospitality, employee-engagement, volunteer and on-site activation opportunities.
- CDGA Member Benefits and Perks Program: Recruit and manage partners offering relevant member value and Association revenue. Promote offers; measure engagement, redemption and sponsor satisfaction without over-commercializing the experience.

- CDGA Member Club Marketing Program: Sell approved Club-facing communications, preferred-provider relationships, education, demonstrations and events that support Club needs, protect relationships and meet CDGA standards.

## Collaboration and Business Management

- Collaborate across departments on commitments and inventory; represent CDGA at sponsor meetings, Club visits and industry events. Report sales, revenue, renewals, performance and risks to the Business Operations Officer; support budgets and monitor trends.

## What We're Looking For

- Bachelor's degree in business, marketing, communications, sports management or a related field preferred.
- One to three years in partnership, sponsorship, advertising or media sales, business development, sports marketing or a related revenue role preferred.
- Proven B2B prospecting, proposal, negotiation and closing skills; integrated sponsorship or marketing-package experience preferred.
- Self-motivated, accountable and consultative; excellent writing, presentation, listening and relationship skills with senior business contacts.
- Strong financial, organizational and project-management skills; attention to contracts and deadlines; ability to manage multiple priorities independently and collaboratively.
- Proficiency with CRM, sales tracking, Microsoft Office, presentation software and digital communications.
- Golf, club operations, media sales or Chicago-area business knowledge strongly preferred.

Valid driver's license and reliable transportation is required; willingness to travel and work occasional evenings, weekends and golf-season events.

## Compensation and Benefits

- $40,000–$50,000 salary, based on experience and qualifications; commission on new partnership, sponsorship and advertising revenue; yearly bonus structure based on overall Association metrics achieved during the fiscal year.
- Comprehensive benefits package including medical, dental, vision, life, 401(k)
- Approved business-travel reimbursement
- CDGA-branded apparel.

## How to Apply

Interested candidates should submit a cover letter, resume and relevant partnership, sponsorship, business-development, advertising-sales or sports-marketing experience to corporatepartnerships@cdga.org. Application deadline: December 15, 2026. Anticipated start date: February 1, 2027. A background check and drug testing are required upon extension of a job offer.

## About the CDGA

The **Chicago District Golf Association (CDGA)** is a nonprofit association serving more than 120,000 individual members and 400-plus member clubs in Illinois and parts of Indiana, Wisconsin and Michigan. The **CDGA Foundation** is the charitable arm of the CDGA and uses golf to create opportunities for individuals with disabilities, veterans, youth and community partners throughout the region.