

**Position: Vice President of Corporate Support, Friends of SDPB**

The Corporate Support team of the Friends of SDPB connects businesses and organizations with the meaningful journalism, educational resources, and entertainment options we deliver to South Dakotans. We seek a strategic, sales driven, energetic, and goal-focused individual in the role of Vice President.

**About Friends:** Friends of SDPB is the 501(c)(3) fundraising and advocacy arm of South Dakota Public Broadcasting. We serve some 16,000 SDPB member families and 150 corporate clients. We connect clients and a loyal audience to SDPB.

**About SDPB:** South Dakota Public Broadcasting is a well-respected, multi-media institution. SDPB is a statewide community resource producing that broadcasts intelligent, commercial-free programs and performs large-scale community outreach to educate, enlighten, and entertain.

**Role Overview:** The VP of Corporate Support will grow corporate sponsorship by developing strong working relationships with for-profit businesses, nonprofits, and educational institutions. We need a person able to connect charitable donors with SDPB's locally rooted mission.

**Key Responsibilities:**

- Manage a portfolio of corporate clients while supervising two direct reports doing the same work.
- Develop creative sponsorship strategies, set goals, and establish rates to maximize revenue.
- Build relationships with existing and new clients by presenting them with proposals and tailoring creative acknowledgments (e.g., scripts, visuals, or on-air mentions).
- Align corporate support with SDPB's broader mission in tandem with the leadership of the Friends and a volunteer Board of Directors.
- Administer and optimize the CRM system, overseeing invoices and receivables, along with ensuring seamless operations from approvals to reporting.

**What You'll Need:**

- An ability to connect sponsors with the SDPB mission.
- Proven leadership and mentoring skills.
- Experience in some combination of fundraising, sales, partnerships, and media sponsorship.
- Creativity in crafting sponsorship acknowledgments and a strategic mindset in setting targets and priorities.

### **We Offer**

- This is a full-time, salaried, exempt position based in our Sioux Falls, South Dakota office. Hours of work are Monday through Friday, 8:00 a.m. to 5:00 p.m., 40 hours per week, in the office, with occasional duties at member events.
- **Com**petitive Salary commensurate with experience. Comprehensive benefits including Medical, Dental, Vision, Disability and Life plans that are paid by the employer. A 401K retirement with a 6% company match. Generous PTO policy and holiday schedule.
- Core values that include a commitment to your success. A healthy work-life balance with mutual trust, dignity, and respect.
- Downtown Sioux Falls office, with hybrid option.

### **To apply, submit resume and cover letter to:**

Ryan Howlett, CEO

Friends of SDPB  
601 N. Phillips Avenue, Suite 100  
Sioux Falls, SD 57104

Or via email at [ryan.howlett@sdpb.org](mailto:ryan.howlett@sdpb.org)

Inquiries can be made by calling 605.367.7266.

*Friends of South Dakota Public Broadcasting is an Equal Opportunity Employer.*