

Job Opening:

Director of Sales & Partner Engagement

About the Job

As Director of Sales and Partner Engagement for the Seneca County Chamber of Commerce (Discover Seneca), you will help grow our dynamic organization and strengthen its ability to influence meaningful change in the communities served by our diverse partners.

Traits We're Looking For

- A passion for the Finger Lakes area.
- Ability to inspire confidence.
- Self-starter with the initiative to make own opportunities.
- A competitive spirit that doesn't get complacent.
- Adaptability to any situation.
- Organized with an ability to multitask.
- Sociable, enjoys meeting with and talking to people.
- Inquisitive with a penchant for gathering intelligence.

(Some of) What You'll Do

- Recruit new investment to the organization through creation/execution of an annual sales campaign (personal contacts, visits etc.) and coordinate the on-boarding of new investors.
- Manage retention efforts by ensuring that current partners receive constant and appropriate stream of communications (touches); facilitate mutually beneficial engagement opportunities and add-ons.
- Position the organization as a community shared value; solicit business leaders to support the work we are doing and have a vested interest in the success of our greater Chamber community.
- Maintain accurate database for contacts related to investor marketing efforts; ensure records are updated and complete for Chamber communications.
- Contribute to and monitor the effectiveness of the Chamber's catalogue of investor resources, assist team members with audit of website content for accuracy, relevancy, and overall partner value.
- Assist in the coordination of partner engagement activities and various Chamber fundraising events, including: the Annual Dinner, Membership Celebration and Golf Tournament.
- Serve as staff liaison to designated advisory committee(s) to develop policy and programmatic recommendations for consideration by the Chamber Board of Directors.
- Performs additional duties as assigned by the President & CEO.

Supervisory Responsibilities, Professional Development, and Advancement

- The Director of Sales & Partner Engagement provides supervision to volunteers and assigned interns.
- This position reports directly to the President & CEO.
- Annual professional development opportunities on a wide spectrum of timely topics are continually offered. The organization values education, networking, and professional associations.
- Community connections and participation are important.
- Flexible benefits package – developed with your life-stage needs in mind.

Qualifications

- Minimum of 2 years of sales experience, Chamber or Association work experience preferred.
- Associate or bachelor's degree in business/communications OR equivalent work experience in a sales position.
- Exceptional customer service skills.
- Valid New York State driver's license and reliable transportation.

Working at the Seneca County Chamber

The Seneca County Chamber of Commerce is a 501c(6) not-for-profit organization, located at 1 West Main Street in Waterloo, NY. The Chamber is one of the oldest and most respected professional organizations in the region with more than 500 partners located throughout New York State. Your work will contribute to advancing the greater Seneca County community as a leading destination for both visitors and entrepreneurs.

How to Apply

Each qualified candidate is invited to submit a resume and a cover letter explaining why they would be an excellent fit for this position. Samples of any of the items mentioned here are welcome.

The Seneca County Chamber of Commerce is committed to providing equal employment opportunities. We believe a diverse team brings a wider range of personal and professional experiences and perspectives. If you meet these requirements and are ready to embark on an exciting career opportunity, we'd like to hear from you!

Submit resume and cover letter to JoinOurTeam@discoverseneca.com