



Job Posting

Development and Sponsorship Specialist

We're looking for an extroverted and entrepreneurial fundraiser and sponsorship specialist to connect mission-aligned companies, organizations and educational institutions to Bridge Michigan's mission and readership through institutional membership, advertising and sponsorships. The specialist will join us in our commitment to providing passionate and rooted Michigan readers with honest, fact-driven journalism on the state's diverse people, politics, and economy.

The primary offerings for fundraising and sponsorship include:

- Bridge Michigan's new [Bridge Builders](#) institutional membership program;
- [Advertising opportunities](#) in Bridge Michigan's newsletters and on the website;
- Event and special project sponsorship

The specialist will be primarily responsible for connecting and negotiating sponsorship deals with existing and prospective sponsors and for identifying and closing Bridge Builder memberships.

Key Responsibilities/Capabilities

- Cultivate new sponsors and institutional members
- Build relationships with existing sponsors and institutional members
- Plan and host in-person and virtual meetings and gatherings to promote development activities and relationships
- Identify, track and report out on status of prospective sponsors/members
- Collaborate with Bridge Michigan's fund development team on designing and iterating on inventory that meets sponsors' needs
- Negotiate sponsorship agreements
- Finalize agreements with sponsors and coordinate with fund development and production team to insure fulfillment and reporting on promised benefits
- Track and record all fundraising and sponsorship activity
- Proficiency working with CRM systems, preferably Salesforce
- Develop and implement strategy to meet or exceed quarterly and yearly revenue goals

The specialist will join a collaborative fund development team that is also actively pursuing support from philanthropy, sponsors, individual and institutional members, and major donors to sustain an annual budget of more than \$5 million for Bridge Michigan and BridgeDetroit. While the specialist will be focused on [Bridge Michigan](#) opportunities, the fund development team also provides support to the strategies and fundraising of sister publication, [BridgeDetroit](#).

This is a full-time position. The specialist will be a member of the fund development team reporting to the Chief Operating Officer of The Center.

How to Apply

Position is open until filled. Please submit brief answers to the questions below and a resume to jobs@centerformichigan.org with "Development and Sponsorship" in the subject line. We will be glad to hear from you and will do all we can to answer any questions you have about the Center for Michigan, the role and the hiring process.

Three questions to answer in brief in lieu of a cover letter:

1. What about this position compelled you to apply?
2. What personality traits do you possess that make you a good fit for this position?
3. Describe how you would approach increasing the number of sponsors for Bridge Michigan?

About The Center for Michigan

Founded in 2006, The Center for Michigan is a nonpartisan nonprofit organization that seeks to improve citizen engagement and public education in Michigan through in-depth journalism and engagement. The Center publishes Bridge Michigan which is a nonprofit, nonpartisan news publication that provides passionate and rooted Michigan readers with honest, fact-driven journalism on the state's diverse people, politics, and economy. The Center also publishes the editorially independent BridgeDetroit which is a nonprofit news and engagement publication that is focused on lifting up the issues that Detroiters themselves identify as important to their lives.

The Center is a nonprofit that relies on the support of individual member donations, sponsorships, and philanthropic support.

The Center for Michigan offers competitive salaries and flexible work arrangements. The targeted base compensation for this position begins at \$70,000 annually; an additional incentive structure (i.e., a "bonus" structure) is a part of this position's compensation. Our offices have a casual environment and we respect work-life balance. The specialist will be expected to work out of the Center for Michigan's Ypsilanti office in a hybrid work-from-office/work-from-home environment, spending approximately 2-3 days a week in the office working with other Center staff. Benefits at The Center for Michigan include:

- medical, vision and dental insurance (96.3% employer paid)
- 4-6 weeks of paid maternity/paternity/adoption leave
- minimum three weeks vacation per year

The Center for Michigan is an equal opportunity employer, committed to diversity in our workforce and creating an inclusive environment. As we are working towards building an organization that better reflects the communities we serve, we especially encourage members of traditionally underrepresented communities to apply, including people of color, women, members of the LGBTQIA+ community, and people with disabilities.