

DOWNTOWN SF PARTNERSHIP

Position: Senior Director of Engagement & Partnerships

Salary Range: \$150,000-\$165,000 (exempt, salaried position) plus benefits

Reports To: President & CEO

Location: In-person at DSFP offices in downtown San Francisco, California

Benefits:

- 100% employer paid healthcare, dental and vision plan and life insurance policy
- Monthly commuter benefit
- 401k with 3% employer match
- 3-weeks PTO, 14 paid holidays, plus winter break office closure
- Performance bonus structure based on sponsorship sales and revenue goals
- Professional development opportunities

The Downtown SF Partnership is an equal opportunity employer and welcomes candidates with diverse backgrounds and life experiences. To be considered for this position, you must send a **resume AND a cover letter demonstrating your fundraising experience** to Robbie Silver, President & CEO at careers@downtownsf.org with "Partnerships" in the subject line. Applications without these requirements will not be considered.

Deadline: Applications will be considered on a rolling basis until filled.

Who We Are

The Downtown SF Partnership (DSFP) is a mission-driven, high-impact 501(c)(3) nonprofit organization dedicated to shaping the future of downtown San Francisco. We lead initiatives that enhance the public realm, strengthen economic vitality, and create exceptional experiences for residents, workers, businesses, and visitors.

Through enhanced cleaning and safety services, innovative placemaking and public space programming, strategic marketing and destination promotion, and targeted economic development efforts, we are helping reimagine downtown as a vibrant, resilient, and world-class urban center.

Established in 2020, DSFP serves a 43-block district encompassing the Financial District, Jackson Square, and The Embarcadero. Our work is funded through property-based assessments (80% of operational revenue) and supported by grants and sponsorships (20% respectively). As we advance a major district renewal and expansion initiative (soon to be 70 blocks with a significant increase in property assessments), we are growing our impact, deepening strategic partnerships, and accelerating investment to meet the evolving needs of San Francisco's dynamic mixed-use downtown.

What We're Seeking

As the Director of Engagement & Partnerships, you'll join an award-winning organization leading transformative, high-profile initiatives to revitalize downtown San Francisco. Reporting to the President & CEO, you'll play a key leadership role in shaping the future of the city's economic and civic core by building meaningful partnerships with corporate sponsors, philanthropic institutions, and civic leaders while designing high-value membership benefits, engaging events, and fundraising initiatives that advance the organization's mission and financial sustainability. We're looking for a strategic, relationship-driven professional with proven fundraising experience, a collaborative mindset, and a passion for urban

regeneration. You thrive in dynamic environments, are comfortable managing complex initiatives, and bring an entrepreneurial approach to building a culture of investment in downtown's recovery.

This is an exciting opportunity to work alongside a high-performing team of professionals across cleaning and safety operations, public realm activation, marketing, and economic development — all committed to advancing the resurgence of San Francisco's downtown. This position will be supported by the Director of Marketing & Communications and administrative-related tasks.

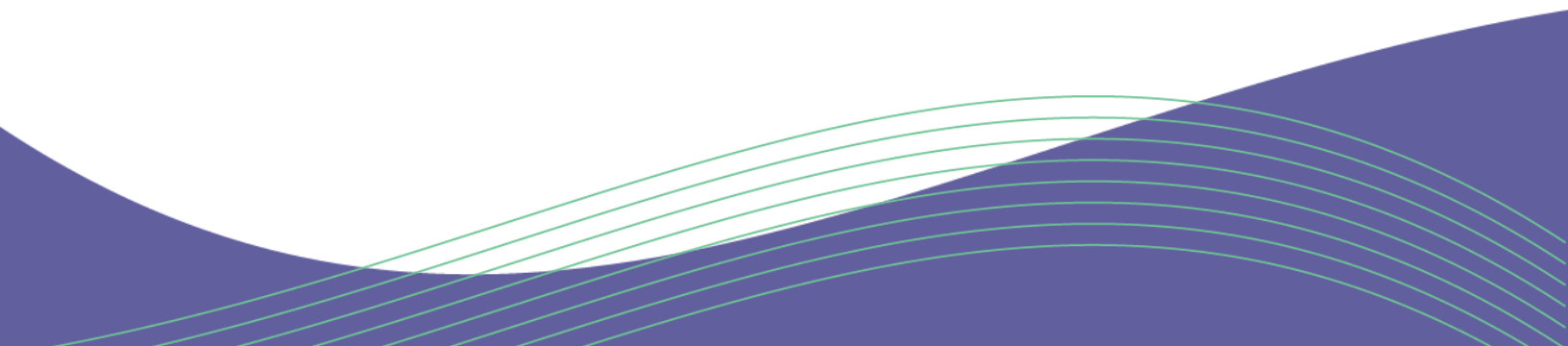
Corporate Partnerships & Event Sponsorships

- Create and package compelling sponsorship opportunities across signature events, programming, and public spaces – Including Let's Glow SF, Front Street Entertainment Zone and Embarcadero Park (est. to open in 2028).
- Prospect, cultivate, negotiate, and secure corporate sponsorships and partnership agreements to meet or exceed annual revenue targets.
- Create customized sponsorship proposals, presentations, and partnership packages that align organizational opportunities with corporate objectives.
- Identify and develop new sponsorship assets, activation concepts, and partnership opportunities that enhance revenue generation and sponsor value.
- Oversee sponsorship fulfillment, including agreements, benefit delivery, invoicing coordination, and stewardship activities to ensure an exceptional partner experience.
- Collaborate across departments to successfully execute sponsorship assets, marketing deliverables, hospitality programs, and on-site activations.
- Support sponsor engagement during events and programs, including VIP experiences, activations, and relationship management.
- Develop partnership impact reports and renewal strategies that demonstrate value, strengthen relationships, and drive long-term sponsor retention and multi-year commitments.

Community Engagement & Membership

- Design, implement, and evolve a membership program with a compelling value proposition, meaningful benefits, and opportunities for ongoing engagement and retention.
- Cultivate and steward relationships with corporate leaders, civic partners, and key stakeholders to advance the organization's mission, visibility, and influence.
- Lead and organize regular member and stakeholder engagement initiatives, including networking events, leadership forums, advisory groups, panels, and other strategic convenings.
- Create opportunities for members and partners to connect, collaborate, and engage with organizational programs, priorities, and thought leadership initiatives.
- Ensure the successful delivery of membership and partnership benefits, including recognition, marketing exposure, networking access, and leadership opportunities.
- Maintain accurate pipeline management, partnership records, agreements, and performance reporting within the organization's CRM and project management systems.
- Develop and implement systems and processes that support scalable partnership development, member engagement, renewals, and reporting.
- Represent DSFP at business, civic, community, and industry events, serving as an ambassador for the organization and its mission.

Organizational Leadership



- Develop and execute annual revenue goals, budgets, and performance metrics for sponsorships, memberships, events, and fundraising initiatives.
- Build, manage, and advance a robust pipeline of corporate, philanthropic, and strategic partnership prospects to achieve revenue targets.
- Serve as a strategic advisor to the President & CEO and Board of Directors on revenue generation, external partnerships, stakeholder engagement, and opportunities that advance DSFP's mission and long-term sustainability.
- Build the systems, processes, and organizational capacity necessary to scale a high-performing development and partnerships function.

Requirements/Qualifications

- Bachelor's degree in communications, business, nonprofit management, or a related field.
- 7+ years of progressively responsible experience in fundraising, corporate partnerships, and business development with a proven track record of reaching annual revenue targets by at least \$2M+.
- Demonstrated success securing and managing significant corporate sponsorships, partnerships, memberships, grants, or philanthropic support, including six- and seven-figure commitments.
- Strong relationships within San Francisco's business, philanthropic, civic, or nonprofit communities and a proven ability to cultivate executive-level stakeholders.
- Experience working closely with CEOs, executive leadership teams, and boards of directors.
- Exceptional communication, presentation, relationship management, and negotiation skills.
- Entrepreneurial, strategic, and highly organized leader who can build new programs, establish systems, and drive results while remaining hands-on when needed.
- Experience with nonprofit organizations, public-private partnerships, community benefit districts, place management organizations, or economic development organizations is preferred.
- Eligibility to work in the United States is required.

Hours & Work Environment

Work hours are typically 9:00 a.m. to 5:00 p.m., Monday through Friday in-person. Enthusiasm and willingness to represent DSFP during evening and weekend functions are required.

