FAMILY OF COMPANIES

C4K · ETL · OST · AGZ · GFI · IAB · URX · RVG

OPPORTUNITY · FRONTLINE FRIENDLIES · NONPROFIT SUPPORT TEAM

Sensational Subsidizer

Identifies sponsorship opportunities and develops funding partnerships that advance the mission of nonprofit organizations.

You have stepped into one of the most mission-multiplying positions within our Parlayed Parties — and right now, that means exploring whether your gift for cultivating sponsorship belongs as Sensational Subsidizer. We are excited you are here. Welcome aboard. This role turns relationships into resources. Every sponsorship you secure is mission carried further · more youth served, more families supported, more community impact. Your work transforms what is possible.

GREAT in Action

Every position within our family of companies is anchored in GREAT — the framework that keeps everyone aligned, purposeful, and accountable.

G	**Goals**	Secure sponsorship and funding partnerships that advance the mission of one or more of our nonprofit organizations.
R	**Role**	Identify potential sponsors, develop partnership proposals, cultivate sponsor relationships, and close sponsorship agreements.
E	**Expectations**	Strategic relationship-building. Confident outreach. Strong follow-through. Care for both donor and mission.
A	**Accountability**	Own the sponsorship pipeline from prospect through signed agreement and ongoing stewardship.
T	**Timelines**	Ongoing pipeline development. Quarterly sponsorship targets. Annual partnership renewals.

What You Will Actually Do

The Sensational Subsidizer brings purposeful action to the rhythms of the role. Here is what those rhythms look like:

Daily Duties

- Research new grant opportunities through databases, newsletters, and professional networks.

- Update grant tracking logs with eligibility, deadlines, and priorities.
- Communicate findings with relevant team members for action.

Weekly Goals

- Identify and qualify a set number of high-potential grant opportunities.
- Recommend grants for upcoming proposal development cycles.
- Provide summary reports highlighting key opportunities and trends.

Collaboration & Coordination

- Align grant opportunities with program goals and organizational strategy.
- Support proposal teams with relevant background and data.
- Share insights to enhance future funding strategies and planning.

Tracking & Reporting

- Maintain an organized database of all identified grants, including deadlines and requirements.
- Prepare weekly summaries of new opportunities and recommendations.
- Highlight priority grants for leadership attention and decision-making.

What We Are Looking For

- Comfort with high-stakes outreach and relationship building.
- Strong written and verbal communication.
- Strategic thinking about sponsor alignment.
- Discipline with pipeline management and follow-up.
- Authentic care for the nonprofit mission.
- Sound judgment about timing and terms.

WIIFM · What is in it for You

Translate relationships into mission impact.

Sponsorship development is one of the most respected and transferable nonprofit skill sets. You build a portfolio of partnerships, develop strategic communication mastery, and see your work directly translate into mission outcomes.

Engagement at a Glance

Type	Contractor · retainer + performance
Reports to	Nonprofit Operational Officer
Time Commitment	Flexible · typically 10-20 hours per week
Location	Hybrid · significant in-person sponsor meetings
Compensation	Retainer + percentage on closed sponsorships
Growth Pathway	Sensational Subsidizer → Director of Partnerships → Nonprofit leadership

Next Steps · The Pillared Pattern System

Every position in our family of organizations follows the same clear, consistent pathway. Here is what comes next if you decide to take the next step:

Pipeline Pirouette	Paperless paperwork to capture your basic information. Already complete if you submit through the form on this page.
Ontime Onboarding	An orientation to our rules, norms, and regulations. Delivered online at a time that works for you.
Initial Induction	The exact tools, systems, and starting tasks you need to thrive in this specific position.

We are honored you are here. Let us build something remarkable together.

Take the Next Step

READY TO EXPLORE THIS OPPORTUNITY?

Tell us about yourself using the form below. We will respond personally within 3 business days.