



Fidèle Youth Dance Company

SPONSORSHIP CAPTAIN

Overview:

The Sponsorship Captain of Fidèle Youth Dance Company will report to the Director September through November, and will be responsible for the duties listed herein.

Qualifications:

In addition to a personal relationship with Jesus Christ, the Sponsorship Captain must be proficient in Microsoft Excel, and show excellent attention to detail in order to assist with program revisions and sponsor fulfillment. This captain must also demonstrate mature professionalism; effective organization and planning skills; effective written and verbal communication skills; the ability to manage and meet deadlines; the ability to establish rapport with FYDC students, staff, captains and families, and a faith-based desire to serve others in love (Galatians 5:13).

Compensation: 50 percent Tuition Scholarship (\$200 Value)

SPONSORSHIP CAPTAIN



Responsibilities:

- Draft communication for important ad sales dates, information, and deadlines for company-wide distribution.
- Act as the point person for all ad sales questions and communication, distributing links, information, and resources to FYDC students/families as needed.
- Proofread the production program, follow FYDC social media, and check FYDC.com to ensure all advertisements and partnerships have been correctly fulfilled.
- Create and maintain a spreadsheet listing all advertisements sold, elements received, student credit, and calculated production fee totals.
- Communicate any discrepancies in advertisements received and/or sponsorship fulfillment with the Director.
- Create/maintain a spreadsheet of all known FYDC partnerships.
- Contact past advertisers with sponsorship opportunities for the current season.
- Work with the Director to obtain marketing statistics and advertisement values to communicate with potential sponsors.
- Assist in training and transitioning incoming captains and volunteers that overlap with this position.
- Other duties as assigned.

Expectations:

- The Sponsorship Captain is expected to work with the Director to plan and execute a fun and engaging ad sales season, encouraging participation from all FYDC students.
- The Sponsorship Captain is expected to be proactive in seeking out new partnerships and sponsorship opportunities.
- The Sponsorship Captain is encouraged to create/award incentives to celebrate milestones (first ad sold, most ads sold, most money raised, sponsorships obtained, etc.), and work within the FYDC budget (as determined by the Director) when planning events and incentives.
- All Volunteer Captains are expected to serve as role models within the Company, upholding FYDC's mission to provide a healthy and Christ-centered training environment. Behavior that is detrimental to our mission, including but not limited to gossiping, bullying, purposeful exclusion, showing favoritism, hateful speech/inappropriate language, or inappropriate clothing will not be tolerated.