



COLORADO CHAMBER OF COMMERCE

For business. For Colorado. For tomorrow.

Colorado Chamber of Commerce Employment Opportunity

Senior Vice President, Business Partnerships

The Colorado Chamber of Commerce is a statewide business advocacy organization that represents thousands of individual businesses of all sizes and industries. The Chamber's mission is to be a unifying voice for business and champion a healthy economic climate to secure Colorado's future.

Position Description:

The Colorado Chamber of Commerce is seeking a Senior Vice President of Business Partnerships. This person will serve as a strategic leader and will focus on the execution and management of membership acquisition and retention. This person reports to the CEO and brings an effective approach to recruiting and developing new investors while retaining current Chamber members. This person is also a conduit to business leaders across the state, and maintains a positive network within the business community by advancing the Chamber's mission and vision.

Major Duties and Responsibilities:

- Develops a vision to increase membership sales and retention for the Chamber.
- Sets goals and metrics for new member sales and retention of existing members.
- Focuses on key investors including prospecting, sales messaging, sales presentations, sales meetings, follow-up, closing.
- Closely manages retention of all accounts including personal outreach, non-payment follow-up, and strategic introductions.
- Reviews and updates investment levels annually.
- Manages and mentors membership team including member retention.
- Develops strategies to increase member engagement in Chamber activities.
- Involves Board members in membership recruiting and retention.
- Seeks, develops and negotiates strategic partnerships that benefit the Chamber.
- Collaborates with the Chamber Foundation team on potential Foundation investors.
- Collaborates with Governmental Affairs and Communications team for disseminating information to current and prospective members.
- Participates in policy councils, staff meetings, Chamber events and Chamber activities.
- Stays informed on policy issues impacting current & prospective members.
- Creates and delivers programming for Chair's Roundtable program and CEO Dinners.
- Prepares and presents monthly reports to Board of Directors & Executive Committee.
- Serves as a member of the Chamber's leadership team.

Qualifications:

- **Executive Leadership:** 10–15+ years of experience in senior-level business development, corporate relations, or non-profit executive leadership.
- **Proven Sales Record:** Demonstrated success in "big ticket" sales or high-level fundraising, specifically targeting C-suite executives.
- **Chamber, Association or Business Background:** Prior experience at a Chamber of Commerce, Economic Development Corporation, large trade association, or as a business owner/senior executive is preferred.
- **Business Network:** Has a strong network within the Colorado business community or a proven track record of building a network quickly.
- **Supervisory & Budget:** Has high-level management and budgetary experience, is team oriented, organized, and a strategic thinker.
- **Coaching & Mentorship:** Experience managing mid-level and support staff.

Education & Technical Skills:

- **Education:** Bachelor's degree in Business Administration, Communications, Public Policy, or related field. An MBA or MPA is strongly preferred.
- **CRM Proficiency:** Experience with CRM systems including Salesforce, managing pipelines, and generating Board-level reports.
- **Financial Experience:** Ability to structure complex investment levels, negotiate financial arrangements and non-traditional partnerships.

Salary Range and Benefits:

This is a full-time position with an annual base salary range of \$140,000 - \$160,000.

Total compensation may reach or exceed \$200,000 with commission & other incentives if goals are met.

Other benefits:

- Medical health insurance; Dental insurance; Vision insurance
- 401(k) Retirement Plan & employer match
- Group Term Life & Accidental Death & Dismemberment Insurance
- Short-term and long-term disability insurance
- Monthly parking or a travel allowance to the Chamber office
- Commission on new member revenue and discretionary incentive/bonus

Paid Time Off:

- Holidays – 11 days per calendar year
- Vacation – 10 days accrue per calendar year and increases based on years of service.
- Sick Leave / Personal Leave / Family and Medical Leave

Interested candidates may submit their resume to lmoss@cochamber.com.