



COLORADO CHAMBER OF COMMERCE

For business. For Colorado. For tomorrow.

Colorado Chamber of Commerce Employment Opportunity

Senior Director, Business Partnerships

Overview of Position:

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.

The Colorado Chamber of Commerce is seeking a Senior Director, Business Partnerships. This person will drive Chamber revenue growth across membership, sponsorship, and Foundation fundraising through strategic relationship management, new business development, member retention, and increased investment.

Primary Duties and Responsibilities:

- **Portfolio Relationship Management:** Serve as the primary relationship manager for an assigned portfolio of Chamber members, developing strong relationships with senior executives, government affairs leaders, and other key stakeholders and building relationships beyond each organization's primary Chamber contact.
- **Membership Sales & Retention:** Prospect, cultivate, and close new Chamber members while leading strategic renewal and investment conversations for assigned current members. Identify opportunities to increase membership investment based on company priorities, engagement, Chamber value, and relationship potential.
- **Sponsorship Sales:** Develop and close sponsorship opportunities across Chamber events, programs, communications, and other available assets, working collaboratively with Sponsorship, Events, and other teams on fulfillment and execution.
- **Foundation Fundraising:** Cultivate and secure corporate support for Colorado Chamber Foundation initiatives, research, programs, events, and other fundraising priorities in collaboration with Foundation leadership.
- **Relationship & Revenue Growth:** Take a holistic approach to Chamber partnerships, identifying opportunities to deepen relationships and grow overall investment across membership, sponsorship, and Foundation support.
- **Strategic Member Engagement:** Understand member business priorities and connect companies with relevant policy councils, Foundation alliances, events, executive

engagement opportunities, communications and visibility opportunities, and Chamber leadership.

- **Executive Engagement & Revenue Programs:** Collaborate with the SVP, Business Partnerships on the strategy, participant development, and execution of Chair's Roundtable and CEO Dinners as key membership sales, engagement, retention, and growth activities. Use these programs strategically to deepen relationships with current members, increase executive engagement, support membership growth, and cultivate prospective members.
- **Pipeline & Revenue Management:** Build and maintain an active pipeline across membership, sponsorship, and Foundation opportunities. Maintain accurate prospect, renewal, expansion, and other revenue opportunities in the organization's CRM and provide timely forecasting and pipeline updates.
- **Business Partnerships Leadership:** Partner with the SVP, Business Partnerships on department strategy, revenue planning, portfolio management, processes, and performance. Help identify opportunities to improve how the department manages relationships, deploys resources, and achieves revenue and retention goals.
- **Marketing, Communications & Member Value:** Partner with Communications to strengthen how the Chamber communicates its value to current and prospective members. Provide member and market insights that inform messaging, campaigns, and sales materials; identify opportunities to showcase member stories, engagement, and impact; and collaborate on strategies that support member acquisition, engagement, retention, and investment growth.
- **Cross-Functional Partnership:** Collaborate with Government Affairs, Foundation, Events, Partnership Activation, Finance, and other teams to develop revenue opportunities, deliver member value, and ensure strong coordination across the organization.
- **Member & Market Intelligence:** Monitor member priorities, organizational changes, business developments, and emerging needs that may affect retention, create revenue opportunities, or inform broader Chamber strategy.
- **Chamber Representation:** Represent the Chamber and Foundation confidently in meetings with members, prospects, stakeholders, and business partners and at Chamber and external business-community events.

Other duties related to revenue growth, relationship management, team leadership, CRM strategy, and organizational advancement as assigned

Other Responsibilities:

- Work collaboratively with other departments within the organization.
- Perform other duties as assigned.
- This position will report to the SVP, Business Partnerships.

Qualifications and Core Competencies:

- Bachelor's degree or equivalent combination of education and professional experience.
- Significant experience in business development, sales, account management, membership, corporate partnerships, or a comparable relationship-based role.
- Demonstrated ability to develop and maintain relationships with senior executives and other business decision-makers.
- Demonstrated success generating revenue, developing new business, and growing existing relationships.
- Experience managing and developing staff and providing leadership across operational functions.
- Strong understanding of CRM strategy, data management, reporting, and sales pipeline processes.
- Ability to translate business and relationship strategy into effective systems, processes, and execution.
- Strong written and verbal communication and presentation skills.
- Excellent organizational and strategic planning skills with the ability to manage a significant external portfolio while providing internal leadership.

Salary Range and Benefits:

This is a full-time position with an annual salary range of \$70,000 - \$105,000 with benefits as follows:

- 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

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 chammond@cochamber.com by September 21, 2026.