



Position: Development Director – Corporate Partnerships
Reports to: Chief Administrative Officer
Date Available: 8/1/2025
Status: Full-time, exempt

About UPAF

For more than 50 years, UPAF has been at the heart of Milwaukee's vibrant cultural scene, raising essential funds, providing strategic stewardship and inspiring involvement in the performing arts. As a nationally recognized, community-driven nonprofit, UPAF fuels world-class performances and life-changing arts education initiatives across Southeastern Wisconsin.

Position Overview

UPAF is seeking a dynamic, results-oriented Development Director – Corporate Partnerships to lead strategic efforts in acquiring new sponsorships and corporate gifts, retaining or growing current gifts, and cultivating high-impact relationships with leaders of small to mid-sized companies throughout Southeastern Wisconsin. This role is ideal for a relationship builder who thrives at the intersection of mission and business, and who is passionate about connecting companies with the transformative power of the performing arts.

Key Responsibilities

- Lead corporate sponsorship growth strategy by identifying, engaging, and securing new corporate partners and executive leaders, with a focus on small to mid-sized businesses.
- Work with UPAF leadership to build and nurture executive-level relationships to establish meaningful, long-term partnerships aligned with UPAF's mission.
- Develop tailored sponsorship packages and partnership proposals that align UPAF programs with corporate social responsibility goals and brand visibility needs.
- Manage a significant portfolio of prospects and donors, maintaining regular contact, providing updates, and creating engagement opportunities that foster continued investment. Connect with networking organizations focused on Milwaukee leaders to build donor relationships.
- Collaborate with development team and cross-functionally with marketing, events, and artistic partners to deliver exceptional service and results.
- Leverage data and analytics to track progress, measure impact, and optimize fundraising approaches for corporate engagement.
- Represent UPAF at key community and networking events to raise visibility and identify new partnership opportunities.
- Work with UPAF Campaign co-chairs and manage UPAF Cabinet to ensure deep community participation in campaign.

Ideal Candidate Profile

- Proven track record (5+ years) in business development, sales or fundraising, ideally in a mission-driven setting.
- Many relationships with a variety of professionals in businesses around Southeastern Wisconsin.
- Demonstrated ability to build and close sales with clients, obtain sponsorships or secure new donors.
- Exceptional interpersonal and communication skills, with the ability to connect authentically with leaders or area professionals who have access to C-suite leaders.
- Entrepreneurial mindset with strategic thinking, creativity, strong work ethic and a strong drive to achieve goals.
- Familiarity with marketing/philanthropic approaches of area businesses.
- Excellent written and verbal communication skills, public speaking skills. Proficient in Microsoft Office, particularly Excel and PowerPoint.
- Deep appreciation of the transformative power of the performing arts and their role in uplifting our community and driving the local economy.
- Local travel around greater Milwaukee; car required.
- Bachelor's degree or equivalent education or life experience.

Why Join UPAF?

- Play a pivotal role in sustaining and growing Milwaukee's performing arts sector.
- Join a collaborative, mission-driven team in a well-respected and innovative organization.
- Competitive salary and comprehensive benefits package.
- Opportunities for professional growth and community leadership.

Salary Range

\$70,000-\$80,000 with full benefits inclusive of health / dental / vision insurance, life and long-term disability insurance, savings retirement plan and generous paid time off. Hybrid work environment, with three days in office and two days working at home.

To Apply:

Please submit your resume and a cover letter detailing your experience in sales/development, sponsorship cultivation and executive engagement to resume@upaf.org. Applications will be accepted until the position is filled. Our goal is to hire by September 3, 2025.