



CORPORATE RELATIONS



Human Resources Student Association (HRSA)

The Human Resources Student Association (HRSA) is a student-run organization at Simon Fraser University's Beedie School of Business. We aim to support students and broaden their knowledge of Human Resources by providing engaging opportunities to connect with industry professionals through networking events, skill enhancement workshops, and case competition challenges.

Vice President of Corporate Relations

As the VP of Corporate Relations, you create and maintain relationships with external organizations in the pursuit of monetary and in-kind sponsorships. You provide opportunities for stakeholders to collaborate and get involved with HRSA. The VP of Corporate Relations will co-run the department with the VP of External Relations to ensure that all of HRSA's events and projects such as workshops, HR Times, HR Secrets, and other external stakeholder events can succeed to its full potential by supplying sponsorships and maintaining key partnerships.

Reports to: Victor Le, President

Time Commitment: May 2022 to May 2023

Responsibilities

- Assess HRSA's sponsorship needs, create goals, and pursue partnership agreements by conducting extensive research on organizations and identifying potential contacts
- Acquire monetary and in-kind sponsorships through cold-calling, email, in-person meetings, and other forms of contact necessary
- Collaborate with the Vice President of External Relations to execute and manage the HR Times magazine issues and HR Secrets podcast series
- Create and adapt corporate sponsorship packages to reflect HRSA's goals and offerings
- Document contact information and sponsorship reports, along with managing a database of contacted organizations
- Retain existing sponsors and obtain new sponsors by developing a partner relationship management strategy along with ensuring delivery of agreed-upon benefits

Required Skills and Characteristics

- Strong professional verbal and written communication skills
- Ability to effectively develop and maintain mutually beneficial relationships
- Strong stakeholder management skills and teamwork skills
- Highly organized with intermediate proficiency in Excel
- Previous experience in sponsorship acquisitions, with a strong network of connections
- Experience in planning and executing small scale events, such as workshops

Please refer to the application form for instructions on how to apply.

Application deadline is April 24, 2022 at 11:59 pm.