



Job Description: Director of Corporate Relations

Location: Remote

Employment Type: Full Time

Reports to: Executive Director

About the OWASP Foundation, Inc.

OWASP® is the premiere global application security community, backed by the OWASP Foundation, Inc, which has a small global team to help manage the day to day business operations of the non profit organization. We are actively seeking a high performance Director of Corporate Relations to take OWASP to the next level, with strong development and growth of our Corporate Supporters program, and to assist the Events and Projects teams with marketing and support for their respective programs.

Director of Corporate Relations Role Description

Generally, the Director of Corporate Relations is responsible for expanding corporate supporter numbers, increasing revenue through strategic partnerships, and enhancing retention efforts. This role requires a dynamic and results-driven leader who can develop and execute high-impact engagement strategies with corporate partners to drive sustainable growth.

The Director of Corporate Relations solicits and closes new and renewing corporate supporters, event sponsorships, and project sponsorships for the Foundation and its mission. The Director of Corporate Relations will closely collaborate with the wider Foundation team, OWASP leaders, and community members to improve the Foundation's corporate supporter packages, corporate training, and works closely with the events team on event offerings, and the Project team for project sponsorships.

Additionally, you may be assigned other tasks and responsibilities by your supervisor.

Key Responsibilities:

- **Strategic Growth:** Develop and implement initiatives to expand the corporate supporter network, ensuring alignment with organizational goals.
- **Revenue Generation:** Drive financial growth by negotiating corporate sponsorships, securing funding, and fostering long-term partnerships.
- **Retention Management:** Strengthen engagement strategies to increase renewal rates and enhance corporate loyalty.

- **Market Expansion:** Identify new industry sectors and emerging opportunities for corporate partnerships.
- **Performance Metrics & Reporting:** Establish data-driven KPIs to track growth, revenue, and retention, leveraging insights for continuous improvement.
- **Stakeholder Engagement:** Serve as a primary liaison between corporate partners and internal teams, ensuring seamless collaboration and value delivery.

Corporate Relations Duties

- Reform and rebuild the Corporate Supporter sales pipeline, with a focus on growth and corporate supporter retention with great customer experience
- Reform and rebuild the Donation
- Document and continually improve corporate support and sponsorship procedures that comply with the donation, sponsor, grants, awards, and other relevant laws, regulations, and OWASP policies.
- Build an annual budget for corporate support
- Determine and document sponsorship packages and benefits and communicate these to the community and relevant business communities
- Working with our marketing committee and marketing partner, regularly run corporate supporter drives
- Work with the Executive Director (or a marketing delegate) to develop and deploy marketing for corporate supporters, chapter, project, and event sponsorships, including promotional materials and websites
- Maintain corporate relations with our corporate supporters, chapter, project, and event sponsors
- Establish and manage the Industry Advisory Committee, attending or delegating as a staff liaison to the committee, communicating with the staff and the Board on any initiatives
- Help develop a Corporate Supporter dashboard for Board and ED reporting. Deliver monthly reporting to the Board on Corporate Supporter activities, including all future and won pipeline opportunities, budget vs actuals, quarterly targets, and any other metrics the Board or the Executive Director asks for
- Work closely with the Director of Projects to develop standardized Project Sponsorship packages and marketing materials
- Work closely with the Events team to develop profitable event sponsorship prospectuses for all Global AppSecs, and templates for Regional AppSec Days events
- Work closely with the Chapters and Membership team to develop chapter sponsorship slides and training for leaders to help them obtain local bartering sponsorships
- Work with the Operations (Associate) Director with accounts receivable as required

Other

- Job sharing with other staff members is required, including documenting current activities and cross-training others to allow the Director of Corporate Relations to take vacation and share the load during peak times
- Improve marketing to improve renewal or other “call to action” rates
- Additional tasks, projects, and responsibilities as assigned by your supervisor.

Primary Measurements

- Corporate Supporter Growth: 20% increase in new corporate partners annually.
- Revenue Expansion: 25% uplift in corporate funding and sponsorship revenue within the first twelve months.
- Retention & Renewal Rate: Maintain 75% renewal rate year-over-year.
- Engagement & Activation: Increase corporate participation in programs/events by 20%.
- Market Penetration: Successful entry into 5 new industry segments annually.
- Event Sponsorship growth and retention year on year as a secondary measurement
- Project Sponsorship growth and retention year on year as a secondary measurement

Qualifications & Experience:

- Proven track record in corporate relations, sponsorship management, or business development.
- Strong leadership, negotiation, and relationship-building skills.
- Ability to analyze financial and engagement data to optimize partnership strategies.
- Experience in managing high-level stakeholders in non-profit environments.
- Previous experience working remotely with global teams

Compensation & Benefits:

- Competitive salary with performance-based incentives.
- 4 Day Work Week Privileges (you will be contracted for 40 hours per week as a full time exempt employee, but if you meet your productivity goals each week, you may work five shorter days or four days per week at your discretion. The 4 Day work week privilege may be withdrawn by the Executive Director after counselling for poor performance or any other reason).
- Opportunities for professional development and leadership growth.
- Dynamic remote work environment with executive-level visibility.
- Generous health benefits if required
- Unlimited PTO
- 5 days sick and family leave per year