

About the Society for Vascular Surgery

The Society for Vascular Surgery advances the care and knowledge of vascular disease, which affects the veins and arteries of the body, to improve lives everywhere. It counts more than 6,400 medical professionals worldwide as members, including surgeons, physicians and nurses. For more information about vascular health and the society, please visit www.vascular.org.

The Society for Vascular Surgery is an Equal Opportunity Employer.

Date posted: 6/25/2025

Senior Manager of Sales, Sponsorships & Branding

The Senior Manager of Sales, Sponsorship, and Branding is a hands-on, strategic role responsible for developing sales strategies and initiatives.

What you'll own

- This position requires a strategic mindset, strong relationship-building skills, and the ability to develop sales strategies and initiatives along with sponsorship and branding solutions that resonate with the target audience(s).
- This position will oversee the sales cycle for the organization as well as the Vascular Annual Meeting (VAM) and ancillary SVS Meetings, from sourcing new leads, driving revenue and cultivating existing relationships.
- Identify, create, and fulfill a wide range of sales, sponsorship and branding opportunities, targeting current and prospective industry partners, exhibiting companies, and related organizations.
- Monitor industry trends and best practices to develop innovative and customized opportunities tailored to each venue.
- Responsible for building and maintaining robust reporting dashboards, delivering ongoing sales and financial reports, and preparing future projections to support strategic planning and growth initiatives.
- Manage and execute logistical elements and will identify, create, and fulfill branding and sponsorship opportunities for SVS ancillary meetings as assigned, including on-site execution (such as LDP, VRIC and CPVI and others), providing logistical support for in-kind donations for all SVS sponsored meetings.
- Strong understanding of regulatory considerations related to medical industry support (e.g., ACCME, CMSS, FDA, AdvaMed, Etc.).

Sales, Branding and Sponsorship, VAM:

- Develop and nurture strategic relationships with industry partners to increase sales, sponsorship and branding revenue. Focus on cultivating long-term partnerships by delivering consistent value, maintaining open communication, and aligning sales and sponsorship opportunities with partners' business goals
- Customize sponsorship packages to align with evolving market demands, enhance partner visibility, and maximize engagement opportunities
- Continuously generate new leads, evaluate current programs and adapt offerings to ensure they remain competitive, attractive, and aligned with both industry and sponsor objectives and organizational goals
- Develop a three-year budget for the Industry Alliance Program (IAP) and the branding/sponsorship program, utilizing the current year prospectus and industry trends as a revenue guide

Job Posting

- Develop the IAP and branding/sponsorship prospectuses, as well as applicable policies and procedures for each year
- Develop and maintain sales and fulfillment grids to track revenue and expense, and ensure the completion and delivery of all branding/sponsorship items, and to ensure greater visibility into the sales pipeline
- Ensure that payment is received before fulfillment
- Compile and produce the VAM sign order and utilize the Freeman Passport system to review, revise and approve all signage (SVS only)
- Work with the project manager to ensure that appropriate tasks are noted in the VAM project plan

Onsite at the VAM:

- Supervise the installation and fulfillment of all sponsorship and branding, programs and events onsite
- Work in conjunction with the exhibition management company to ensure the success of branding/ sponsorship events in the exhibit space
- Visit industry and exhibiting company contacts as appropriate
- Other duties as assigned

Post VAM:

- Final billing reconciliation with vendors as well as budget adjustment/revisions for meeting
- Reconcile billing post-conference and balance budget to assist with future projections, observations, or recommendations for future meetings

Sales, Sponsorship, and Branding – SVS Ancillary Meetings:

- Develop the branding/sponsorship prospectuses, as well as applicable policies and procedures for each year
- Identify potential meeting-specific sponsorship opportunities. Create each sponsorship budget
- Work with marketing and industry relations to develop promotion, packaging, and sales strategy
- Oversee fulfillment of sponsor-related items throughout the meeting cycle
- Procure and coordinate in-kind donations as needed
- Other duties as assigned

What you'll bring to the job

- 8 - 10 years' experience in a healthcare-related association
- A bachelor's degree in marketing, communications, or liberal arts is preferred. Certified Meeting Professional designation a plus, but not required
- Work with multiple vendors to secure the fulfillment of sponsor items within budget; develop and maintain excellent relationships with key sponsors and exhibitors
- Highly motivated, results-oriented, with the ability to prioritize efforts and use resources efficiently
- Demonstrated skills to apply practical oral, electronic, and written communication methods with colleagues, industry partners and SVS members
- Ability to work effectively with all multi-disciplinary team members, both internally and externally
- Ability to demonstrate a sense of urgency and shift priorities as required

Job Posting

- Proficiency in Microsoft Office, specifically in Outlook, Word, PowerPoint and Excel required; ability to learn new technology as required

Your commitment

- **Respect:** We choose to do the right thing; for our members, for our colleagues, and for ourselves. Sharing our collective differences, talents, life experiences and self-expressions is encouraged. Treating others how they wish to be treated and receiving the same in return creates an environment where trust lives, confidence grows, and great things happen.
- **Innovation:** We have the courage to find new ways to provide value to our members, constituents, and colleagues. We challenge the status quo, consider new ideas, and are never complacent with success. We embrace a continuous learning environment and prepare for an environment of change to ensure we remain relevant.
- **Collaboration & Teamwork:** We are intentional in our ability to consider different points of view and to work effectively with others to support a shared purpose. We address conflict directly and constructively and help to manage/resolve it in a way that strengthens overall team cohesiveness and future effectiveness.
- **Excellence:** Our members rely on us to provide the resources and support they need to deliver the highest level of care to their patients. We are grateful for their trust and are dedicated to delivering excellence by meeting or exceeding expectations. We set a high bar and don't rest on our accomplishments but build on them to be the best.

Physical Requirements & Environment

Typical home office setting with routine sitting and occasional standing, squatting and moving throughout the office. Routine use of basic office equipment and computer. Occasional evening and/or weekend work may be required based on business needs. Occasional lifting of objects or equipment up to 50 lbs. Routine telecommuting is allowed.

Our commitment

SVS offers a comprehensive and competitive recognition and reward program. We believe in professional staff development. We know that our investment in employee growth provides even greater potential for them to contribute to our organization, each other, and the community at large. Target hiring range: \$85,000 – 100,000, based on qualifications and experience. Benefits include but are not limited to medical, dental, vision, short/long-term disability, life insurance, paid time off, 401(k), recognition and team building, and an annual discretionary bonus opportunity.

To Apply:

Please submit your resume to HRResumes@vascularsociety.org. We will continue to accept applications until the position is filled.