



NBSC Director of Corporate Relations

Last revised: April, 2023

THE NATIONAL BUSINESS SCHOOL CONFERENCE (NBSC)

Since its inception in 1993, the National Business School Conference has been one of the premiere business student conferences in Canada. NBSC is an annual three day conference held in Winnipeg, Manitoba. This event brings the next generation of business leaders to Winnipeg, including Students' Association executives from Canadian Business Schools. NBSC creates a forum for these students to share and discuss challenges currently facing them, as well as be inspired by local business leaders.

POSITION OVERVIEW

The NBSC Directors of Corporate Relations will be responsible for reaching out to companies in search of in-kind or monetary donations for delegate bags. Additionally, they will work with the CSA's Managers of Corporate Relations (MCRs) and Vice President of Corporate Relations to help fulfill monetary sponsorship when necessary. They also work with the rest of the committee and co-chairs to seek out additional external partnership for workshops, keynotes, and more.

POSITION RESPONSIBILITIES

- Acquire in-kind donations from corporate partners to include in our delegate bag and/or in giveaways, prizes, etc. throughout the weekend of the conference
- Connect with CSA's MCRs to gather monetary sponsorship and fulfill deliverables
- Attend all committee meetings and support all committee members
- Be present at NBSC from November 16th - 19th to help with duties throughout the weekend to ensure the conference runs smoothly
- Perform additional duties as they arise



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LINES OF COMMUNICATION

- Committee members
- Co-chairs and VP Professional Development
- Winnipeg business community
- VP of Corporate Relations and the CSA CR portfolio

SKILLS DEVELOPED

- Professional communication and interpersonal skills
- Negotiation skills
- Organization and time-management skills
- Teamwork skills

POSITION DETAILS

Number of positions available: 2

Reports to: NBSC Co-Chairs

COMMITMENT LEVEL

Summer 2023	Fall 2023	Winter 2023
Medium/High	High	N/A

High = 10-15 hours a week

Medium = 5-10 hours a week

Low = Less than 5 hours