



USS Director of Revenue

Job Title:	Director of Revenue
Target Start Date:	September 14, 2026
Work Location:	National Headquarters (Salt Lake City, UT)
Department/Unit:	Marketing Communications
Reports to:	Chief Executive Officer

About US Speedskating (USS):

USS is the National Governing Body for the sports of Long and Short Track Speed Skating in the United States. From Pond to Podium, we are US Speedskating (USS). We grow and nurture a sport where all ages can experience the thrill of speed, the camaraderie of the skating community, and the honor of representing the United States at international competitions. USS is responsible for the development of speed skating from grassroots to success at the Olympic Games. USS is recognized by the United States Olympic and Paralympic Committee (USOPC) and the International Skating Union (ISU) as the governing body for the sport of speed skating in the United States. **USS has won 97 Olympic medals.** USS is a 501(c)3 non-profit organization.

Position summary:

The Director of Revenue is responsible for developing and executing the organization's revenue-generation strategy to support the mission, growth, and long-term sustainability of USS. The Director of Revenue leads all revenue-producing functions, including all areas of fundraising, sponsorships, partnerships, licensing, merchandising, and other commercial initiatives. This executive works closely with the CEO, staff, the Board of Directors, and external stakeholders to maximize revenue opportunities while advancing the sport and supporting athlete and organizational success. The position manages all USS Marketing Communications activities with the goal of maximizing revenue, exposure for athletes and events, and social media engagement. The position works closely with other USS staff and departments in meeting the goals of the organization.

Office hours are from 9am to 5:30pm (8 hours) with a typical Monday to Friday workweek. Domestic and international travel during the year will be required and flexibility for occasional evenings and weekend hours as much of the sporting environment occurs during non-office hours, especially during the competitive season from September through March. This position works primarily at the USS National Office, currently located at the Utah Olympic Oval in Kearns, Utah.



Primary roles and responsibilities:

- Develop and implement annual and multi-year revenue growth strategies aligned with USS strategic plan.
- Identify, pursue, and secure new revenue streams, donations, partnerships, and business opportunities.
- Establish revenue targets, forecasts, and performance metrics.
- Provide revenue and business development updates on an ongoing basis and as requested.
- Lead fundraising programs, revenue generation and engagement with donors.
- Collaborate with development staff and leadership on donor retention, cultivation, major gifts, and fundraising campaigns.
- Research, apply and support grant opportunities and other philanthropic initiatives.
- Develop, maintain, and strengthen relationships with foundations, benefactors, and community partners.
- Lead sponsorship sales, renewals, and partnership activation efforts.
- Build and maintain relationships with donors, partners, sponsors, and strategic stakeholders.
- Build and maintain a database of donors, partners and prospects.
- Develop customized partnership programs that deliver value to sponsors and support organizational objectives.
- Oversee fulfillment and stewardship of sponsorship agreements.
- Oversee licensing, merchandising, digital assets, and other commercial opportunities.
- Evaluate and negotiate revenue-generating contracts and agreements.
- Identify opportunities to market and monetize events, media, content, and intellectual property.
- Use data-driven insights to optimize sales, sponsorship, and fundraising efforts.
- Foster a high-performance, collaborative culture.
- Operate within established budgetary guidelines and actively contribute to achieving USS organizational goals.
- Other Duties; This job description does not cover nor contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this role.

Skills and qualities:

- A collaborative, inspiring leader and team-player who operates with integrity in all situations.
- Exceptional communication and organizational skills with a strong attention to detail.
- Flexibility and capable of managing multiple tasks and projects simultaneously.
- Advanced computer proficiency and experience with Microsoft Office Suite.
- Creativity and ingenuity for expanding current initiatives and creating new ones.
- Proficient in Google online work tools (Google Docs, Sheets, etc.).

**Qualifications:**

- 7+ years of experience in partnerships and or fundraising leadership roles.
- Proven track record of leading teams and driving revenue growth.
- Strong negotiation, relationship management, and strategic planning skills.
- Experience leading Revenue functional initiatives and marketing collaborations.
- NGB/sports marketing/sponsorship experience preferred.
- Passion for Olympic Sport.
- Clean background screening (upon employment).
- SafeSport Certification required (upon employment).

Miscellaneous:

- This is an at-will employee position.
- Simple IRA plan provided by USS.
- Approximately 10 paid vacation days plus company holidays.
- Medical, dental and vision Health insurance and related benefits provided.
- US Passport required and ability for domestic and international travel.
- This position is located at the US Speedskating National Headquarters, located in Kearns, Utah, at the Utah Olympic Oval.

Target Pay:

Base salary commensurate with experience plus bonus and commissions.

Application Process:

Candidates seeking a mission-driven, energetic environment, eager to make a positive impact on USS and its athletes are encouraged to apply.

Interested candidates should send a cover letter and resume via email no later than August 7, 2026, to: info@usspeedskating.org