**Senior Program Manager, Sponsors**

GitHub helps companies, organizations, and groups of individuals succeed by allowing them to build better software, together. We are on a growth journey, and to deliver value to our global set of customers and the worldwide community, our operational efficiency and maturity is of paramount importance.

GitHub Sponsors is GitHub’s program promoting and supporting the financial backing of open source development. The Sponsors team’s mission is to build tools that make lucrative, fulfilling careers accessible for all open source. We also strive to create a diverse and supportive ecosystem that empowers people to pursue livelihoods solving impactful problems through open source.

The Sponsors team is looking for an action-oriented program manager to focus on building out our Sponsors for Companies program. As a program manager, you will be taking on the responsibility of maintaining current relationships as well as bringing in new companies to participate in the program.

The ideal candidate must be a collaborative leader with a proven track record of leading and evolving programs and with demonstrated experience working with developers. This role will also require knowledge in open source software and have a passion for those who make up the OSS community.

**Responsibilities**

* Own and drive the strategy for growing the Sponsors program for companies and obtaining new Enterprise customers to support the open source community
* Speaking with potential Sponsors customers, onboarding customers into the program and providing new and existing customers with superior customer service
* Be the point of contact for those customers and providing support as needed
* Work with Sponsors Operations on global expansion
* Partner with marketing to share customer stories
* Track program growth and keep program documentation (internal and external) up to date
* Work with legal to update terms and contracts as needed
* Collaborate with Open Source Program Office (OSPO) on guidance for companies in their open source program
* Partner with sales on the Enterprise customer pipeline
* Work with Sponsors Operations Manager on payments and account logistics
* Provide feedback to Product Manager on user experience and opportunities

**Experience**

Required:

* 5+ years of strategic program management experience
* Significant experience with Git and GitHub
* Strong knowledge of common open source practices
* You have past experience in building and maintaining relationships with technical leaders in the industry
* Demonstrated ability to adapt to new technologies and learn quickly