



#### **ABOUT ELEVATE SPORTS VENTURES:**

Elevate Sports Ventures is a best-in-class sports, entertainment, and brand agency that provides proven and innovative solutions in hospitality and partnership sales, marketing, data and analytics insights, and brand representation to organizations across the global sports and entertainment landscape. Formed in partnership between the San Francisco 49ers, Harris Blitzler Sports & Entertainment (HBSE), Oak View Group (OVG), and Ticketmaster/Live Nation in 2018, Elevate is spearheading the most prestigious and dynamic new stadium and redevelopment projects in the world, including the Seattle Kraken's Climate Pledge Arena, the New York Islanders' UBS Arena, and Co-op Live in Manchester, England. Highlights among 30+ other clients and current projects include the USGA, USTA, St. Louis CITY SC, FIFA World Cup 2022, and EuroLeague Basketball.

#### **DIRECTOR OF PARTNERSHIPS – OVERVIEW:**

This position's primary focus will be on new business development of their sponsorship properties. They will meet directly with new partner prospects on a regular basis in order to increase overall sales and investment opportunities for Elevate's sponsorship properties. The candidate's main focuses will be on corporate outreach, category research, setting new sales meetings, selling corporate partnerships and assisting the Partnerships Sales team with proposals, market research/analytics, and developing inventory. This role will report to the EVP, Partnerships.

#### **RESPONSIBILITIES:**

- Responsible for developing and creatively calling on a prospect pipeline (via targeting and qualifying leads through cold calls and referrals) for potential corporate partnership opportunities with regional, national and international companies.
- Meet with prospects and partners in-person to gain an understanding of their objectives.
- Develop new and innovative programming and campaigns based on the client's marketing/partnership objectives.
- Support sales team and clients by developing robust marketing campaigns/platforms to take to market.
- Report and keep team up to date on industry best practices, emerging categories, industry trends, etc.
- Work with clients to develop partnership platforms, campaigns and digital assets that seamlessly integrate into partner marketing initiatives.
- Assist ESV Creative Team with creating customized sales proposals (design, graphics, terms, assets, language, etc.).
- Deliver engaging presentations to prospective partners.
- Participate in individual weekly reporting to track prospects, partners and renewal accounts along with their respective investment levels.
- Achieve annual department sales goal/assist department in achieving annual overall revenue targets.
- Other duties as assigned

#### **QUALIFICATIONS:**

The qualifications listed below represent the credentials necessary to perform the essential functions of this position. To be successful in this position, an individual must be able to perform each essential duty satisfactorily. Reasonable accommodation may be made to enable individuals with disabilities to perform the essential functions.

##### **A. Education and/or Experience**

- Bachelor's degree or equivalent experience
- 7+ years of sports property sales with extensive knowledge of integrated partnerships preferred.
- Experience in closing long-term integrated partnerships.

##### **B. Knowledge/Skills/Abilities**

- Excellent oral and written communication skills to develop strong working relationships with partners, coworkers and other stakeholders.
- Proficient in MS Word, Excel and Power Point.

- Position is remote
- Ability to work nights/weekends/holidays as needed.

#### **WORKING CONDITIONS**

##### ***Travel Requirements***

- Occasional – frequent travel will be required

##### ***Work Environment***

- Office setting when not traveling

*This position is open to all qualified candidates. If you need assistance or accommodation due to a disability in connection with the application process, you may contact us at [HR@elevatesv.com](mailto:HR@elevatesv.com).*

*We are proud to be an equal opportunity/veterans/disabled/ LGBT employer. We celebrate diversity and are committed to creating an inclusive environment for all employees. All employment is decided on the basis of qualifications, merit and business need, without regard to race, color, religion, gender, sexual orientation, national origin, disability status, protected veteran status, genetic information, or any other characteristic protected by applicable law.*