

Account Manager, Partnership Marketing

F/T HRL - Bene EligPara-Pro-Experienced

Ball Arena - Denver Colorado, Denver, CO, US

9 days agoRequisition ID: 1944

APPLY

Salary Range:\$18.0000 To \$19.2500 Hourly

Job Title: Account Manager, Partnership Marketing Activation

Department: Sponsor Marketing

Business Unit: KSE

Location: Denver, CO

Reports To: Sr. Account Manager, Partnership Marketing Activation

Employment Type: Full Time/Hourly/Non - Exempt

Supervisor Position: Yes

Position Summary

Responsible for building, executing & maintaining strategic business partnerships that directly impact Partnership Marketing & Media Sales renewal and revenue goals.

Essential Functions/Responsibilities

- Responsible for contributing to the strategic execution of contractual elements for corporate partnership accounts while staying within budget.
- Implements all contractual assets including but not limited to, in-market and in-arena activations, digital & social media campaigns, hospitality & community programs etc. for Ball Arena, Denver Nuggets, Colorado Avalanche and the Colorado Mammoth.
- Partners with numerous internal departments such as game entertainment, facilities, marketing, creative services, community relations, ticket sales etc. as part of the activation process.
- Collaborates with Sales Team and direct leadership on strategic campaigns that are aligned with the client's business and marketing objectives.
- Responsible for executing season end recap presentations, including ROI measurements, statistics, imagery, video, etc.
- Leads recommendation on partner renewal strategies based on best practices, season successes and areas of opportunity.
- Executes and delegates game day responsibilities as needed.

Performance Requirements/Skills

- Must showcase the following: multi-tasking, strategic thinking, strong organizational and communication skills, collaborative, ability to prioritize projects, able to work in a fast paced environment.

- Ability to write clearly and effectively, with solid verbal communication and presentation skills.
- Proficiency in Word, Excel and Power Point.
- Must hold a valid Driver's License and meeting company vehicle driving standards.

Education/Experience

- Bachelor's degree or equivalent combination of education and experience.
- Preferred, Sports Marketing and/or Sports Management degree

Compensation

- Base Salary Range \$18.00 - \$19.25
- Eligible for commission plan

Benefits Include

- Health Insurance (Medical, Dental, Vision)
- Paid Time Off (PTO)
- Life Insurance
- Short and Long-term Disability
- Health Savings Account (HSA)
- Flexible Spending plans (FSAs)
- 401K plan
- 11 Paid Company Holidays

Equal Employment Opportunity

Kroenke Sports & Entertainment (KSE) provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.