

The Manager, Sports Partner Solutions, will join the creative team behind first class partnerships between brands and a growing list of sports properties and events on the Univision Sports calendar. The team is dedicated to developing and executing 360, multiplatform marketing campaigns that reach sport's most passionate fans and will align fortune 500 Brands with the content those fans love.

He/She helps drive incremental sports revenue for Univision Communications from concept through execution by liaising with Production, Programming, Network Sales, Digital Sales and Business Development teams. Ideal candidate will lead a strategic approach with clients on all ideation requests (pre-sell) and ensure successful execution (post-sell) in close collaboration with the Sports Integrations team in Miami.

#### **Job Responsibilities**

- Support Director in day-to-day pre-sales and post-sales activities including but not limited to creative ideation, presentation development, timeline management, recaps and campaign maintenance
- Represent Sports Partner Solutions in day-to-day brainstorming meetings to assess client needs and maximize revenue opportunities for advertising partners
- Liaise with and flow through all proper channels to ensure conceptual approval and alignment
- Build relationships with key personnel in divisional platforms (Network, Digital and Social Media Sales, Strategy and Insights, Research, Local Media, Creative Services, Business Development, Experiential and Content Creators) to develop multi-platform custom programs that solve for client's goals
- Manage Salesforce Sports Partner Solutions portals and help keep all information up to date
- Effectively communicate with Sales regarding the status of proposals
- Serve as team expert across assigned properties including managing all sales materials and keeping the team up to date on latest developments surrounding those properties
- Manage and monitor performance of Associate Marketing Managers with focus on their professional development

#### **Required Skills & Experience**

- Bachelor's degree or equivalent experience
- Minimum 4 years of media-related experience; Experience working in a client-facing role within a media company or advertising agency with exposure to sales marketing in network and digital preferred
- Knowledge of sports media landscape- with special emphasis on soccer across all platforms
- Detail oriented with great communication skills and presentation skills
- Ability to think strategically in both the pre and post sales process
- A positive, solutions-oriented, and success-driven attitude
- Expertise in PowerPoint; Keynote a plus

#### **Desired Skills & Experience**

- Fluent in Spanish (read and write)
- Ability to move quickly between projects and look ahead to see and deal with potential problems

#### **Eligibility Requirements**

- Must be willing to work from office in New York, NY
- Employment/education will be verified
- Applicants must be currently authorized to work in the United States on a full-time basis