



Title: Corporate Partnership Sales Manager

FLSA Status: Exempt

Department: Sponsorship Sales

Reports To: VP of Corporate Partnerships

Basic Function: Responsible for generating sponsorship revenues for the Portland Winterhawks Hockey Club, achieving and exceeding revenue goals by developing, pitching, and closing sponsorship packages, negotiating specific assets and benefits to be included in the sponsorship packages, and then ensuring execution of all elements of the sponsorship packages sold with assistance from other employees and staff.

Job Function (duties and responsibilities): The following are examples of the various functions required. The job requirements are not limited to the items on this list.

- Develop, build and maintain relationships with current and prospective sponsors by prospecting, cold calling, holding client meetings, cultivating relationships and continual follow-up in person or by phone or other method and in writing and presenting sponsorship proposals.
- Provide weekly evaluation of progress against set goals; reporting may include call/meeting reports, prospect lists, and other sales related information.
- Develop and present corporate sponsorship proposals, collateral materials and audio/visual resources.
- Research and develop a list of candidates for potential corporate partnerships via multiple prospecting methods and resources.
- Negotiate corporate relationships for the Portland Winterhawks organization including television and streaming audio, signage, game night promotions, game title sponsorships, digital assets, in-venue and out of-venue promotions and fan engagement, and promotional rights.
- Interface with other employees to ensure fulfillment of corporate partner program commitments as outlined in partnership agreements.
- Collaborate with Marketing, Game Operations, and Community Events personnel to ensure the high-quality implementation and execution of marketing and promotional assets as they pertain to corporate sponsors.
- Ensure adherence to special events and promotional budgets, particularly as they relate to the execution of corporate programs.
- Perform additional duties as may be assigned from time to time by the Vice President of Corporate Partnerships.
- Position requires routine face-to-face personal interaction with other Club personnel; therefore, many job responsibilities must be physically performed in the Club's offices on a regular basis and not in a telecommuting manner.
- Position also requires frequent and regular visits to current and prospective sponsor offices and elsewhere away from the Club's offices to make proposals and participate in follow-up meetings, venue tours to demonstrate available inventory, etc. Position requires excellent presentation skills, professional appearance, and business attire.
- Attend Winterhawks home games and events including evenings, weekends, and holidays.



Skills Required:

- Possess a passion for prospecting, pitching, negotiating, and closing sales in a competitive environment.
- A proven record achieving and exceeding sales goals.
- Strong and decisive decision-making abilities, including sponsorship investment development and allocation, resource expenditure, staffing, and policies and procedures.
- Must be high-energy, self-motivated, service-oriented and highly competitive with a desire to grow their revenue and income.
- Strong organizational and time management skills for managing multiple tasks with multiple priorities in a deadline-dependent environment.
- Effective verbal, written and interpersonal communications.
- Ability to create and maintain solid professional working relationships internally and externally with potential and existing clients.
- Ability to maintain confidential and/or proprietary information.
- Proficiency in use of Microsoft Office software applications and other software and/or apps as required.
- Ability and internal drive to demonstrate a winning attitude and a strong work ethic in the performance of all job responsibilities.

Education/Experience:

- Minimum of two (2) to six (6) years sales experience in media or sports sales
- One (1) to two (2) years in sports sponsorship sales experience preferred.
- College degree preferred.

Travel Requirements:

- Local and regional travel related to sales and servicing of Club's corporate sponsors.

To submit your application please email a cover letter, resume, and income requirements to sales@winterhawks.com. If your skills and experience match our available position requirements, a Portland Winterhawks representative will contact you directly. Due to the volume of resumes received by the Portland Winterhawks, we are unable to provide updates on the status of individual applications. No phone calls, please.

To apply send your resume and a cover letter to sales@winterhawks.com. The Portland Winterhawks are an equal opportunity employer and value diversity at our organization. We do not discriminate based on race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.