

ELEVATE

ELEVATE SPORTS VENTURES
DIRECTOR, SPONSORSHIP ANALYSIS

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 Blitzer 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, SPONSORSHIP ANALYSIS – OVERVIEW:

Elevate is looking for an analytically-minded team partnerships veteran ready to pivot into helping more than just one team maximize its partnerships potential. If you have experience buying, selling, or measuring sponsorship assets in sports and have a passion for data and analytics, you could be a great candidate for Elevate's Director of Sponsorship Analysis role joining the sports industry's deepest and most complete data and analytics team, Elevate Insights.

RESPONSIBILITIES:

- Help to further develop our unique approach to sponsorship analytics: We want to better position our world-class team to understand and drive favorable outcomes for our property and brand clients in their sponsorship deals
- Collaborate daily with a diverse, multi-talented team with high standards at a fast pace
- Facilitate thoughtful conversations with current and potential clients to clarify, scope, and fulfill clients' project needs
- Deliver self-driven, analytical project work
- Present complicated subject matter in a clear, compelling, and believable way

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
- 5+ years in Partnerships; team side preferred

B. Knowledge/Skills/Abilities

- Have Fantastic References - we're a culture-first organization where getting along is a priority
- Experience in Team Partnerships - whether in sales, service, or measurement, we're looking for someone who knows the team sponsorship business well
- A Big Motor - you will be joining a team of self-starters who don't need micromanagement, so we're looking for someone with that same profile
- A Dual-Tracked Mind - we're looking for someone who is highly proficient from both a left- and right-brained perspective (i.e., data-driven problem solving capacities with strong writing and storytelling capabilities)

WORKING CONDITIONS

Travel Requirements

- Travel will be required

Work Environment

- Office environment

This position is open to all qualified candidates. If you need assistance or an accommodation due to a disability in connection with the application process, you may contact us at 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.