

**Director, Business Development
Bakersfield, Condors**

Role Summary:

Reporting to the President, the Director, Business Development is responsible for generating revenue through the sale of all assets, through the sales of multiple corporate assets in addition to nurturing relationships with existing clients and fostering new relationships with local businesses in an effort to increase season memberships.

Core Responsibilities:

- Sells new corporate sponsorships and community partners
- Responsible for renewing current sponsor clients and growing those accounts
- Attends networking functions after hours and during work hours to help grow the Bakersfield Condors brand and generate revenue
- Manages corporate sponsorship, season ticket holders, and group/suite accounts with in person, phone and email touch points to provide a high level of customer service
- Activation of sponsor elements
- Assists in the growth of the Account Manager team through various training techniques and activities
- Responsible to see that all sales staff are in a networking organization and sales staff are attending networking events
- Oversees sponsorship sales collateral development
- Prospects and invites potential clients out to games
- Ensures all suite rental clients have a positive experience including working with food & beverage (Aramark) to see orders are handled efficiently
- Assists community relations manager with player school visits, golf tournaments, festivals, etc.
- Communicates to companies and clubs in Bakersfield about bringing out groups
- Conducts game night operational duties including visiting Season Ticket Holders, Group/ Suite leaders, and Corporate accounts in game

Education, Experience and Skills:

- Post-Secondary Diploma in a related field is required. In lieu of formal education, extensive experience in a related field may be considered.
- 5+ years of experience in: Experience as a leader/manager in a sports and entertainment environment
- Staff management experience
- Demonstrated success in service providing, conflict resolution, and patience
- Strong customer service skills and ability to ensure excellent customer care to both internal and external clients
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- High proficiency in Microsoft Suite of products (Outlook, Excel, OneNote, Word)
- Strong analytical skills and ability to complete account reconciliations
- Dedicated team player
- Passionate about the sports and entertainment industry
- Ability to deal with a variety of projects and workload in a fast-paced industry
- Detail oriented, with strong analytical and troubleshooting skills
- Proven history of being a strong leader, managing a group of staff
- Ability to see big picture and maintain mission & values.

- Vehicle access and a valid drivers' license

Next Steps:

Only those individuals moving forward in the hiring process will be contacted.