

Monumental Sports & Entertainment (MSE), located in Washington, D.C., is one of the largest integrated sports and entertainment companies in the country with one of the most diverse partnership groups in all of sports. MSE owns and operates five professional sports teams: the 2019 WNBA Champion Washington Mystics, the 2018 NHL Stanley Cup Champion Washington Capitals, NBA's Washington Wizards, NBA G League's Capital City Go-Go, and NBA 2K League's Wizards District Gaming. The company is also co-owner of aXiomatic, which has controlling interest in global esports franchise Team Liquid, and owns and operates Capital One Arena in Washington, D.C. MSE also manages MedStar Capitals Iceplex, the state-of-the-art training facility for the Capitals and EagleBank Arena on George Mason University's campus. In conjunction with the District of Columbia and Events DC, MSE is a partner in a new sports and entertainment facility in Southeast DC on the St. Elizabeth's East campus that opened in September 2018. Facility highlights include MedStar Wizards Performance Center, the brand-new training facility for the Wizards, Go-Go and Mystics, and a 4,200-seat arena which serves as the new home of the Mystics and Go-Go. MSE also co-owns and operates Monumental Sports Network (MSN) with the NBC Sports Group. MSN is the mid-Atlantic region's top destination for exclusive fan experiences and original sports content across desktop, tablet, mobile and OTT streaming devices. Visit www.monumentalsports.com.

MSE proudly promotes its core values for all those that interact with the company. As a member of our team:

- You will provide first-class customer service and value for our fans.
- You will champion a double-bottom line that engages, unifies and gives back to the community we serve.
- You will work tirelessly to build generationally exceptional teams that compete for championships year after year and create lifelong memories for our fans.
- You will measure performance with specific objectives and metrics and our analysis and decisions are compelled by data.
- You will prize leadership, but you should value teamwork and collaboration and transparency even more. We treat each other with respect. We act with honesty and integrity. We remain humble.
- You will innovate. We are nimble and first to market. We are not averse to risk.
- You will have fun. We are in the business of happiness.

Position Overview:

The primary responsibility of the Vice President, Global Partnerships is to generate significant incremental sponsorship revenue in order to achieve sales goals for Monumental Sports & Entertainment's family of brands: Washington Capitals, Washington Wizards, Washington Mystics, Capital City Go-Go, Wizards District Gaming, Capital One Arena and Eagle Bank Arena.

If you are an experienced sponsorship executive with a passion for growing brand awareness and you love sports we would love to hear from you!

Responsibilities:

- Develop fully-integrated, customized sponsorship platforms based on the specific and unique business challenges for each prospect utilizing all of the brands and assets to help fulfill the client business objectives.

- Draw on a list of contacts developed from past sponsorship experiences and develop/cultivate (cold call) new corporate marketing prospects to pursue revenue.
- Work with Partnership Marketing Group to ensure that all accounts are being efficiently serviced by coordinating the implementation of partnership packages.
- Continually stay ahead of sports marketing trends and knowledge of the marketplace.
- Prepare weekly sales reports and participate in company activities/meetings.
- Other duties as assigned.

Minimum Qualifications:

- Bachelor's degree.
- 7+ years of global partnerships sales experience.
- Experience Selling Digital and Out-of-Home assets a plus.
- You should be a strategic problem solver.
- Ability develop and maintain corporate relationships, with senior level managers and clients.
- Excellent oral and written communication skills.
- Ability to work in a team environment.
- Experience leading and mentoring peers.
- Flexibility to work extended hours including nights, weekends, and holidays as needed.