



ACCOUNT MANAGER

Location: Atlanta, GA

ABOUT THE ROLE

Integrity 9 is seeking a detail-oriented individual with the ability to manage large scale partnerships and strengthen the relationship with a marquee client. This person will assist in both the day-to-day partnership activations of our Atlanta-based client and in the development of the client's overall strategy in the sports and entertainment vertical.

Responsibilities include the following:

- Client Management and Partnership Activation
- Collaborate with the account team on the following:
 - Attend sporting events and concerts (approximately 40 events per year) executing partnership assets
 - Utilize research analytics and overall data for decision-making
 - Activate client assets and initiatives from ideation to execution
 - Create presentations, recaps, and proposals for clients and stakeholders
 - Manage and update client status documents and agendas
 - Track inventory and fulfillment with team partnerships
 - Develop measurement tools to evaluate partnership KPIs
 - Stay up-to-date on team and league news and communicate industry best practices to client
- Brainstorm creative activation ideas for clients

**Performs other duties as assigned*

Qualifications

- Bachelor's degree required
- 4+ years of sports marketing and relevant industry experience
- Willing to work events and weekends, as necessary
- Professional sports sponsorship team experience preferred
- Deep understanding of NFL and MLS preferred
- Excellent people skills with an ability to communicate effectively with clients and fellow employees
- Excellent oral and written communication skills
- Must be creative, well-organized, possess a strong work ethic, and have a desire to learn
- Strong knowledge of MS Office with an emphasis on Excel, Word, and PowerPoint

ABOUT INTEGRITY 9

Sports and entertainment have proven to be an essential part of the marketing mix for businesses of all sizes. At Integrity 9, we help organizations establish a well-designed partnership strategy based on research, analytics, and extensive experience.

We don't take the word Integrity lightly. It's in our name for a reason. Everything we will do will be done with the honesty and integrity. Sports marketing with a purpose.