

Who We Are: Taymar Sales U. specializes in sponsorship sales, ticket sales, ticket operations and/or fundraising services for 23 college athletic departments and sports teams. Taymar Sales U. is hiring top talent to be a part of a fast-paced, dynamic environment with quick career growth and daily development opportunities through easy accessibility to senior management. Members of our team possess a desire to be part of a growing industry and company that is on the ground floor of changing how college athletics drives revenue and increases fan attendance.

Position Overview: Reporting to the Corporate Vice President, Sponsorship & Multi-Media, Taymar Sales U.'s General Manager position will be responsible for the leadership and management of the corporate sponsorship & ticket sales program at the University of Central Missouri. Duties include generating new revenue via traditional corporate sponsorship and multi-media platforms, as well as increasing ticket sales overall; Corporate sponsorship responsibilities includes renewal and management of existing accounts, activation and fulfillment, new business development, achievement of sales goals and consistent relationship building within the UCM eco-system. Ticket sales duties include growth of existing accounts, group sales and new business.

Responsibilities: Operate as the Sponsorship & Ticket Sales expert and primary revenue-generator for the Athletics Department, overseeing all aspects of strategy and execution.

- Execute all aspects of the typical Sponsorship sales process: prospecting, building/presenting sales presentations, creating/negotiating contracts, upselling/renewing current partners, sponsor year-end recaps, and servicing of all corporate partner agreements, etc.
- Implementation of new strategies and approaches to the corporate partnership program, as well as initiatives designed to complement ticket sales strategies.
- Actively collaborate with the athletics department to stay aligned with overarching strategies, while implementing successful corporate partnership packages and agreements, which include new and innovative methods of inventory pricing and asset allocation, as well as the creation of new assets.

- Oversee activation of all corporate sponsorship accounts from commitment through execution, ensuring fulfillment and activation of all obligations.
- Actively prospect and network in the community and build relationships that drive successful partnerships.
- Initiate and execute ticket sales strategy for Group Sales, New Season Ticket Sales, and Renewal campaigns.
- Liaise with all departments within athletics and on campus to positively impact and enhance relationships.
- Work in-person at campus facilities daily, as well as scheduling and attending in-person meetings in the community.
- Must be self-starter and able to work evenings and weekends when athletic functions take place.

Qualifications:

- Bachelor's Degree with concentration in Sports Marketing or a related field preferred
- 3+ years tickets sales or sponsorship sales experience preferred.
- Strong grasp of the sports sponsorship landscape, including traditional and non-traditional inventory and assets
- Comfort with business development activities and ability to build relationships quickly.
- Demonstrated ability to work as a part of a team to solve problems effectively and independently.
- Strong work ethic, positive attitude, integrity, communication skills, and desire & ability to learn in a fast paced, highly competitive industry.

We are an equal opportunity employer, and all qualified applicants will receive consideration for employment without regard to race, color, religion, national origin, sex, sexual orientation, age, disability, gender identity, marital or veteran status, or any other protected class.