

Freelance / Part-Time Business Development Manager: Sports & Creative Partnerships - Commission Only(Remote: USA)

North of Normal Studio is a sports focused creative agency that is built different.

We work with brands, teams and sponsor to create work that hits hard and moves faster.

We're now expanding our network and looking for a connected business development partner with genuine relationships across the sports world including brands, rights holders, teams, or sponsors.

What You'll Do

- Spearhead new business avenues in sports, lifestyles and outdoor sectors.
- Arrange warm introductions and meetings with our creative leadership.
- Identify where our creative, campaign, and content expertise can add value.
- Keep light notes on outreach and results.

What We're Looking For

- A strong existing network in sports marketing, brand partnerships, or sponsorship.
- Experience working with or inside a sports brand, agency, or rights holder.
- A connector mindset. You enjoy matching opportunities with the right people.
- Fluent English (German or another EU language a plus).

What We Offer

- Flexible, remote role: part-time, freelance, outcome-based. Perfect if you already have a full-time job or other projects and want to collaborate on select opportunities.
- Competitive commission structure for any introduction that leads to a booked project.
- Initial 3-month contract, extendable to 6–12 months if we click.
- A fast-moving, collaborative creative team with real sports pedigree our founders have led creative for adidas, GoPro, Sixt among others.

What Success Looks Like

- 7–10 meaningful introductions per month to relevant brand or sponsorship contacts.
- Genuine collaboration with our core team to align outreach with live opportunities.
- You feel proud to introduce us to your network because our work makes you look good, too.

How to Apply

Send a short note to JoinUs@northofnormal.studio with:

1. The markets or sports where your network is strongest.
2. A few brands or clients you've worked with or can reach.
3. Why this kind of role fits you.
4. Your CV

Or apply directly here, but email is the best way to reach us.