

Business Development Executive, Brand Partnerships & Media

About Aggregate Sports:

Aggregate Sports works on behalf of best-in-class sports properties, leagues, teams and federations in helping them to maximize their revenue while creating the greatest experience for their fans and supporters. From Property Sales to Property Consulting, from Media Rights to Naming Rights, our underlying approach remains the same. We strive to aggregate the most impactful resources in order to deliver the most impactful results.

Position Overview:

Aggregate Sports has been strategically developing our property representation portfolio, and we are seeking a sales executive who can help us generate revenue across a breadth of valuable and uniquely targeted sponsorship and media assets.

The Business Development Executive, Brand Partnerships & Media, will play a pivotal role as we grow our business and continue to deliver strong results for our clients.

The position will be responsible for generating brand partnership and television commercial media revenue across key media agency and client-direct relationships for properties which collectively control hundreds of hours of nationally-televised sports programming every year, as well as a host of on-site event inventory, digital and social media assets, along with other valuable partnership rights and benefits.

Current key properties include several U.S. Olympic National Sports Governing Bodies, a professional boxing platform, domestic and international soccer clubs, and various others in development.

If you are self-motivated, a strategic thinker, and seek a fast-growing and dynamic environment, we welcome the opportunity to meet you and discuss this opportunity to become one of the foundational members of the Aggregate Sports team.

Responsibilities Include:

- Prospecting to identify brand targets and corporate decision makers
- Engaging in dialogue and establishing relationships with relevant client and agency contacts
- Taking a consultative and creative approach to the sales process that allows for the development of meaningful and effective partnership platforms with client objectives in mind
- Preparing and presenting sales materials that showcase the value proposition of our properties and thoughtfully connect our offerings with client objectives
- Effectively expressing and communicating the value and benefits of Aggregate Sports' property offerings

- Collaborating with sales managers to establish, track, and exceed revenue goals
- Closing business on behalf of our represented properties
- Constantly working towards the long term growth of client partnerships
- Supervising the post-sale process and coordination of deliverables

Ideal Qualities and Experience:

- Background in partnership and/or television media sales in a national and/or regional capacity
- Track record of building successful partnerships and increasing company sponsorship revenues
- Understanding of the sports sponsorship space and experience in creating value through partnerships
- Excellent oral, written and communication skills
- Client-facing sensibilities with appreciation for building relationships based on trust
- Knowledge of media math, television ratings, and all facets of packaging assets for maximum value
- Excellent teamwork, problem-solving skills, and organization skills
- Ability to thrive in an entrepreneurial and fast-growing environment
- Strong capacity to manage one's own time and prioritize tasks when given clearly defined goals and objectives

Minimum Requirements:

- Bachelor's degree or higher
- 3-5+ years of relevant work experience
- Ability to travel as needed several times per year, including occasionally on weekends
- This role is based in New York City

To Apply:

Please send cover letter and resume to info@aggregatesports.com