

The Chicago Bears are looking for an innovative seller with a passion for creating lasting relationships. We are currently hiring a **Corporate Partnerships Manager** responsible for generating revenue through the sale of marketing and media partnerships across all business lines, including intellectual property rights, television, radio, signage, digital, print, events, and promotions. This is a sales position without staff managerial responsibilities. Compensation will consist of base salary, plus sales commission and the potential for a bonus. The ideal candidate can begin work as soon as possible. This position will be accountable for achieving measurable financial results.

The Chicago Bears strive to advance our mission of winning championships by conducting ourselves with humility, integrity, and a strong work ethic. We want you to help us achieve our goals and to be part of the one of most storied franchises in all of sport. We offer our employees professional development, competitive salaries, excellent health and retirement benefits, and an environment where our talent and contributions are valued by the club and the community.

Responsibilities:

- Establish new corporate partnerships to achieve annual revenue goals as determined by the Club.
- Conduct cold calls as a way of securing appointments to sell to new prospects among local and national companies.
- Analyze specific marketing needs of prospects.
- Sell integrated media packages (digital, radio & TV).
- Write effective proposals, utilizing all available assets, which are on target with the prospects needs.
- Effectively present proposals in front of individuals and large groups.
- Develop meaningful business relationships with existing and potential Bears partners.
- Communicate well across all areas of the company including broadcast, accounting, marketing, community relations and ticket operations.
- Work closely with the Corporate Partnerships Activation team to ensure that current clients receive superior service and complete fulfillment of every contract detail. This includes reviewing partner's platforms to ensure success.
- Assist with Team marketing events and initiatives.
- Host current and prospective clients on game days.
- Other duties as assigned

Minimum Qualifications:

- Bachelor's Degree in Marketing, Communication, Business, Sports Management, or other related field.
- 5+ years of sales experience with emphasis on sponsorship sales and larger market media (Digital, TV, radio).
- Proven experience in selling integrated media packages including digital, radio, TV and social.
- Strong understanding of media sales, digital platform selling and advertising principles.
- Must be a skilled negotiator with the ability to effectively represent the standards and philosophy of the department.
- Strong time management, organizational and creative problem solving skills.
- Demonstrated ability to work independently and the flexibility to also work effectively in a team environment.
- Must be able to effectively work in a fast-paced, high pressure environment and demonstrate the ability to juggle multiple projects while keeping key constituents in the loop.
- Excellent verbal and written communication skills including the ability to talk and write with confidence and competence for a wide variety of audiences.
- Ability to develop outstanding internal and external business relationships.
- Understand and provide superior customer service.
- Basic understanding of Microsoft Outlook, Power Point, Word and Microsoft CRM.
- Able to work non-traditional hours, in non-traditional settings. This includes working all home games and some road games as necessary.