



**Brief for the position of:  
Account Manager,  
Corporate Partnership Sales**



## **Account Manager, Corporate Partnership Sales**

### **Who we are:**

The mission of the New Orleans Saints and New Orleans Pelicans is to be #1 in everything we do and be a global brand to all of our fans. We take pride in the growth and success of the entire Gulf Coast region and are committed to leveraging our resources and goodwill to foster meaningful change for the greater good of society and our community. We celebrate individuality and value all identities and experiences, and value the perspectives of our team members. Our team members are integral to our success, and we stand beside them through success and hardship. We make it a priority to make all team members feel included and their opinions be heard. Together, we win!

### **Who you are:**

You want to be part of a team that values community, integrity, excellence, and an organization where people come first and are celebrated. You love the industry of sports and are excited by the potential of working for two major leagues, the NFL and the NBA. You understand and appreciate that New Orleans is a unique city with so much to offer, and you want to be a part of the vibrant community that wants to see its teams be the best. You are passionate, driven, and ready to work hard and have fun.

### **Position Summary:**

The Account Manager, Corporate Partnership Sales will generate revenue through the development and sale of integrated marketing partnerships with the associated properties - including New Orleans Pelicans and the New Orleans Saints. This individual will identify key prospects, build a pipeline, and negotiate to close significant deals across multiple industries and businesses. By focusing on the client's marketing objectives and business goals, the candidate will create high-value partnership packages that are customized, creative and comprehensive to affect the behaviors and perceptions of the client's target markets. In addition, this role will play a part in the process of creating engaging, multichannel platforms across all properties for the team to take to market.

### **What you will be doing:**

In this role, you will support the team's business development efforts. Responsibilities include:

- Build and maintain a consistent pipeline of potential business prospects by identifying qualified leads through the business development process (prospecting, research, outreach, discovery and ideation)
- Manage the sales process from initial touchpoint through contract execution while meeting and exceeding individual, team and department goals
- Develop meaningful relationships with future corporate partners through strategic conversations to understand a prospect's business objectives; perform a basic client needs analysis with prospective partners and mirror those objectives with a custom Pelicans and/or Saints partnership proposal that drives value for both the partner and our organization
- Identify local and national trends and emerging categories and adjust sales/service strategies accordingly
- Work closely with the Pelicans and Saints Partnership Marketing team to grow partnership categories and revenue as assigned across both properties

*This job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee. The Saints are committed to providing equal employment opportunities for candidates and employees regardless of their membership in any protected classifications. The Saints will not discriminate in violation of the law on the basis of race, color, sexual orientation, gender, age, religion, national origin, physical or mental disability, and/or any other legally protected class under applicable federal, state, or local laws. This anti-discrimination policy applies with respect to all employment decisions, including but not limited to hiring, promotion, discipline, and discharge. The Saints are committed to equal opportunity for persons with disabilities in compliance with the Americans Disabilities Act and state law. If you feel you need an accommodation for a disability, please inform us. Requests for accommodation will be evaluated on a case-by-case basis. If you request an accommodation, it is essential that you participate fully in the interactive process.*

- Effectively communicate across all areas of the company including but not limited to sales, marketing, broadcast, community relations, team charities, ticketing, and finance departments
- Assist in the execution of various organizational functions, special projects, and other duties as assigned
- Represent the club with the utmost professionalism and integrity at all times

### What you'll bring:

We are seeking a curious, self-motivated, team player with a business development background. Prior knowledge of the partnerships sales process and experience in solutions-based selling is preferred. In addition, you may be a potential fit for this role if you have a mix of the following:

- Bachelor's degree in marketing, advertising, or related discipline and/or sufficient work experience in the sports marketing/sales, advertising, and/or events industries
- Minimum of two (2) years of business development experience in a related industry
- Proven prospector and deal closer with a track record of securing initial meetings and phone calls through cold-outreach
- Preferred fluency in brand marketing and integrated partnership campaigns
- Demonstrated level of business acumen, creative problem-solving abilities, and professionalism
- Strong presentation skills and experience creating and delivering executive-level presentations
- Experience using CRM and MS Office software
- Capacity to work a varied schedule to include evenings, weekends, and holidays as needed, as well as multi-task in a fast-paced environment
- Excellent communication skills (oral and written), relationship-building abilities, and attention to detail
- An openness to learning, superior work ethic individually and in a group setting, positive attitude, and self-starter mentality

### What we offer:

- Medical, Dental and Vision Insurance options
- 401K with employer contributions
- Paid parental leave
- PTO and paid holidays
- Wellness Program

### Contact Information:

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