



ESPORTS TOWER

<https://www.esportstower.com/home>

ESPORTS TOWER ACCOUNT EXECUTIVE

****Anywhere, USA****

COMPANY OVERVIEW

About Esports Tower:

When we launched Esports Tower in 2019 we didn't know Covid would change our business for the good. Originally an in-person LAN based training and tournament concept located in Orlando, we quickly pivoted in a pandemic and went virtual. Some day soon we hope to start bringing back Invitational Events and Regional Tournaments, but today we host live training online and weekly Rumble tournaments while millions have cheered on.

Known as an esports training, tournament, and media business, Esports Tower is so much more.

Esports Tower was founded with the singular vision of building a better future for the next generation of esports. Every day we strive to help inspire, educate, and connect teenage esports enthusiasts. Our supportive community is comprised of nearly 10-thousand hard-core amateurs, professional coaches and players, colleges, content creators and industry insiders.

Joining Esports Tower makes you part of a fast-growing innovative team that helps develop and deliver teen training and tournament programs. Today, Esports Tower developmental clubs are the largest in North America. We stream weekly Rumble Tournaments through syndication partners on Twitch, YouTube, Amazon Video, Roku, Esports Television and more. Esports Tower events are the most-watched high school events in the USA.

Throughout the week, club players aged 13-19, receive live professional coaching, access to educational series, how-to webinars, one-of-a-kind access to esports professionals, universities, and scouts. Top teams and select players can also score go-anywhere study-anything scholarship prizes.

While professional coaches run our teen training and team event activities, other departments manage relationships with television and digital media partners, develop partnerships with some of the world's most recognizable companies, oversee event management, content development, and handle a wide range of responsibilities fueling Esports Tower's growth.

We are evolving quickly into a world-class business, staying true to our values, and encouraging top talent to always look for growth and impact while building a career with us. Our first priority was to launch our clubs, second was to build content worth watching, now with consistent viewership, we're ready to start offering brands integrations and sponsorship opportunities.

We're looking for the talent today who will be our leaders tomorrow. Sound intriguing? Learn more about where we are today, where we hope you'll be going with us, and the common purpose that unites us at Esports Tower. [Apply At \(Add Hyperlink\)](#)

Benefits of working at Esports Tower include 20 days of paid time off (holidays, sick leave, parental leave, flexible vacation/wellness days, and/or personal days). If selected, you'll be provided more details on what benefits you may be offered as part of the final interview phase.

Esports Tower is an Equal Employment Opportunity employer - All qualified applicants/employees will receive consideration for employment without regard to that individual's age, race, color, religion or

creed, national origin or ancestry, sex (including pregnancy), sexual orientation, gender, gender identity, physical or mental disability, veteran status, genetic information, ethnicity, citizenship, or any other characteristic protected by law.

About You – You’ll be excited to embrace our company’s Core Values

The culture of the company is defined by the people who are part of it. The Esports Tower team is bound by a Code of Values™

Do The Right Thing
Integrity | Honesty | Fair play

We Play Fair.

We build trust through responsible actions and honest relationships.

Dedicated
Engaged | Reliable | Committed

We’re Dedicated.

We commit and follow thru.

Humbly Confident
Resilient | Inspirational

We Develop People.

We make a positive difference helping others.

Continuous Improvement
Evolve | Grow | Inquisitive

We’re Always Learning.

We are continually improving and learning along the way.

Serve Before Gain
Helpful | Entrepreneurial

We Take Ownership Of Our Actions.

We are professionals believing doing good is good for business.

Team Focused
Seek To Understand

We Believe In The Power of Team.

We achieve more when we collaborate and work together.

- Your highly competitive but, you play fair.
- When you say you’ll do something, you're dedicated to get it done.
- You enjoy developing and helping others up their game.
- You’re always learning.
- You take ownership of your actions.
- You believe in the power of team.

POSITION OVERVIEW

Real relationships are sincere, authentic, and built on trust. These are the kinds of connections that move our business forward. Imagine being the person who helps bring these relationships to life. If you are looking for an opportunity to take your business development and sales career to the next level, while helping kids level-up and score scholarships, its time to learn more about Esports Tower.

As an Esports Tower Account Executive, you'll provide consultation to brand leaders on how to use our original programming and content integrations to build brand presence, affinity and ultimate purchase activation. You will reach out to brands we believe could appeal to our unique audience of hard-core, want to go pro athletes and their friends and families that tune in to watch them play.

What You'll Do

Of course, as an Esports Tower Account Executive, you'll do a lot of selling. And we're hoping to get lots of new brands involved.

Some Quick Facts | Last Years Events:

- 1,736,874 Total Viewers ESTV ([tuned in to watch via Smart TVs](#))
- 1,200,344 Total Viewers watch Twitch (streamed in partnership with [#1 viewed Boise State](#))
- Shows air "as live" Monday – Thursday 6pm – 8pm weekly
- Game Titles: Fortnite, Rocket League, Valorant, Overwatch
- Sponsorships offered: one presenting sponsor, 4 supporting sponsors per game title per episode, 48 episodes per game title annually.
- Sponsors receive in game logos, pop-ups, 30-second commercials, feature segments, social, potential product integrations and more.

You see, just like the AAU (American Athletic Union), Esports Tower has been building the largest amateur training and development club in the United States. With weekly prime time shows streamed to Esports Television, ESTV+ and Twitch, bringing together parents, family members, and friends of teen athletes cheering on their players as they compete for college scholarships. It's an exciting event that we're super proud of.

In fact, last year college scouts awarded over \$1.6 million in scholarships to Esports Tower Club players.

But...in order to make an event of this size with weekly consistency work, we need a few key sponsors who value reaching this hard-to-find generation Z and Millennial audience.

You'll Also Tackle These To-dos

- Develop and maintain sales plans, forecast data and customer database.
- Collaborate with team members and business partners to determine solutions that best meet brand marketers needs and satisfaction.

- Prospect business leaders via a variety of methods: cold calling, prospect lists, networking, developing your own referral partners, and yes, an occasional company-provided lead.
- Maintain the highest ethical sales practices, following company standards.
- Own your clients experiences. Think and act in ways that put our customers first and exceed their expectations of great Esports Tower products, services and world-class customer service.
- Meet and exceed sales goals and overall objectives.

What's In It For You?

At Esports Tower, we reward your hard work with meaningful benefits.

- First, we offer a highly competitive compensation package (base salary + excellent commission plan rewarding strong performance),
- We offer the typical benefits you've come to expect.
- We value people more than technology. That means you'll work within a culture and with a team that values your leadership, your experience, your contributions, and you - yes, you - as a person. We believe recognition is important, and Esports Tower strives to celebrate those who help make us successful every day. We also encourage diversity and support inclusion; we want you to do you and feel comfortable doing so.
- We also offer boundless opportunities for growth; you can sharpen your skills to advance your career because we know your success is our success.
- Your sales territory will be global, so if you're looking to be home for your family at night or meet your friends for dinner at the end of the day, we've got you covered. Almost all of our clients prefer virtual discussions.

Who You Are

You're known for your ambition and grit— you have a strong desire to achieve. Your work ethic impresses customers and colleagues alike. You're quick on your feet with ideas and solutions, fueled by a tenacious, entrepreneurial spirit. You've got a proven track record in sales and are ready to run your next race with a company that puts real relationships first. You are highly cross-functional and excellent at partner relations. This role will require you to embrace a constantly changing environment, while multitasking on multiple high-level projects at once and remaining cool, calm, and collected.

Minimum Qualifications:

- 3+ years minimum experience in sports/entertainment/video game/brand partnerships and sales experience with quotas and cold calling
- Successful track record meeting/exceeding sales goals
- Ambitious, resourceful, focused and goal-oriented with the ability to lead people to decisions, building trust with good persuasive skills

- Creative thinker and problem solver with an entrepreneurial spirit with a passion for managing brand partner relationships
- Positive attitude, approaches problems confidently and is aware own actions impact to team
- Strong communication skills (written, verbal, presentation, and listening)
- Exceptional organizational skills, ability to prioritize workflow and detail-oriented with a high degree of accuracy
- Must be comfortable with multi-tasking, able to manage multi-step procedures, and able to prioritize in a fast-paced environment

Preferred

- B.S./B.A. or associate degree in a related discipline.
- Knowledge of media industry and/or established brand contacts.
- Knowledge and passion for the gaming industry. Video game enthusiast.

Join the Esports Tower team and make your mark today!