

Position:	<i>Coordinator, Corporate Partnerships Activation</i>
Department:	<i>Partnerships</i>
Reporting Manager:	<i>Manager, Corporate Partnerships Activation</i>
Status:	<i>Full-Time</i>
Job Classification:	<i>Non-Exempt</i>
Location:	<i>Las Vegas, NV</i>

About the A's:

The A's are a baseball team founded in 1901. They have a rich history, having won nine World Series championships and 15 American League pennants. The A's are known for pioneering the "Moneyball" approach to team-building, which focuses on using statistical analysis to identify undervalued players.

In addition to their success on the field, the A's also have a positive and dynamic work culture. They have been recognized twice as the Front Office Sports, Best Employers in Sports.

The A's are defined by their core pillars of being Dynamic, Innovative, and Inclusive. Working for the A's offers the opportunity to be part of an innovative organization that values its employees and strives to create a positive work environment.

Description:

The Coordinator, Corporate Partnerships Activation supports the activation, fulfillment, and day-to-day execution of partnership agreements. This role focuses on ensuring assets are delivered accurately, recaps are organized, and game-day operations run smoothly. The Coordinator works closely with the Partnerships team to provide high-quality service and organization across all partner programs.

Responsibilities:

- Assist with the daily management of partner accounts, including supporting client meetings, game-day activations, and hospitality needs.
- Prepare detailed homestand recap summaries, including major activations, hospitality, and department support items.
- Capture, track, and organize assets and proof-of-performance content throughout the season.

- Support partner hospitality logistics, including gifting coordination and on-site experience support.
- Build and maintain strong working relationships with partners during game-day and non-game-day events.
- Provide administrative and operational support to the Partnerships team.
- Coordinate cross-departmental needs to ensure smooth execution of partner programs.
- Assist with internal workflows such as scheduling, documentation, and partner file organization.
- Other duties as assigned.

Qualifications/Requirements:

- Bachelor's degree in Marketing, Sports Management, Business, or a related field.
- 1–2 years of full-time experience in sponsorship activation, events, client services, or related work.
- Must have valid driver's license with verifiable safe driving record.
- Proficient in Microsoft Office and Google Workspace.
- Familiarity with Adobe Illustrator and/or Canva.
- Strong customer-service skills and comfort speaking with clients.
- Ability to manage multiple tasks in a fast-paced environment with strong attention to detail.
- Ability to work all game days and a non-traditional schedule (nights, weekends, holidays).
- Comfortable engaging with new people in a professional setting.
- Familiarity with basic tracking, reporting, or CRM tools (e.g. KORE).
- Proactive, organized, and able to support multiple team members.
- Passion for working in professional sports!

The A's Social Impact & Belonging Statement:

Social Impact & Belonging are in our organizational DNA. Our commitment to these values is unwavering – on and off the field. Together, we continue to build an inclusive, innovative, and dynamic culture that encourages, supports, and celebrates belonging and amplifies all voices. Combining a collaborative and innovative work environment with talented team members, we've created a workforce in which every team member has the tools to reach their full potential.

Equal Opportunity Consideration:

We are an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, national origin, sex, sexual orientation, age, disability, gender identity, marital or veteran status, or any other protected class.