

Position: Sr Manager, Corporate Partnerships

Reports to: Sr Director, Corporate Partnerships

### Job Summary

This position serves as the primary relationship manager for each marketing partner relationship within their book of business. The Sr. Manager, Corporate Partnerships is responsible for the direct sales of all sponsorship and advertising products – stadium signage, in-game promotions, main night game sponsorships (promotional give-aways, fireworks nights, etc.), media advertising (radio, television, web, and other social media platforms)– as well as associated client service aspects related to the sales function.

### Job Responsibilities:

- Responsible for selling all sponsorship and advertising products
- Responsible for servicing sales accounts by providing quality customer service
- Responsible for generating and developing new business through lead lists, name collection activities, cold calls, and speaking engagement
- Responsible for renewal of established accounts
- Keeping accurate sales files, customer files, call sheets, appointment sheets, and prospect sheets
- Follows and implements all team sales programs
- Assist with team sales campaigns
- Implement sales themes, promotions, and events
- Responsible for in-stadium activities relating to the functions of sponsorship sales
- Participate in out-of-office functions, such as mixers and local chamber events

### Skills and Qualifications

- Bachelor's Degree
- Minimum 1-2 years in Corporate Sales
- Proven track record of new business revenue generation
- Strong relationship building and communication skills
- Ability to work evenings, weekends, and Holidays as needed