

**Who We Are:** Taymar Sales U. specializes in ticket sales, sponsorship sales and ticket operations services for 23 college athletic departments and sports teams. Taymar Sales U. is hiring top talent to learn the revenue generation side of the sports business, and be a part of a fast-paced, dynamic environment. Members of our team will be provided with career growth opportunities and daily development through easy accessibility to senior management. Be part of a growing industry and company that is on the ground floor of changing how college athletics drives revenue and increases fan attendance.

**Position Overview:** Taymar Sales U.'s Director of Corporate Partnerships & Ticket Sales position will be responsible for the leadership and management of the corporate sponsorship & ticket sales program for Taymar Sales U at Texas A&M Commerce. Duties to include generating new revenue in both ticket sales and sponsorships, renewal and management of existing accounts, activation, achievement of sales goals and consistent relationship building within the community for the Athletic Department. This position will be active in the community, building relationships to execute new sponsorship and group sales opportunities with local and national businesses and organizations.

### **Responsibilities:**

- Launch strategies and outreach initiatives to increase new sponsorship and ticket sales while creating new sponsorship inventory
- Manage and increase revenue from renewal sponsor & ticket accounts
- Actively participate with athletics department in analyzing current rate cards and overall sales/marketing to corporate sponsors
- Oversee activation of all corporate accounts from commitment through execution ensuring a quality delivery
- Actively prospect and build relationships in the community to drive group sales and sponsorship revenue
- Direct oversight of all ticketing & sponsorship strategy for all athletic events
- Operate as the Ticket Sales & Sponsorship expert for the Athletics Department, overseeing all aspects of strategy and execution.
- Initiate and Execute ticket sales strategy for Group Sales, New Season Ticket Sales and Renewal campaigns.
- Actively network in the community to constantly create new sales leads
- Liaise with all departments in athletics to build impactful and lasting relationships
- Work in the assigned on campus location on a daily basis as well as go on in person meetings out in the community.
- Must be able to work evenings and weekends, as required as well as be present in the office
- Achieve and exceed weekly, monthly and annual sales goals established by senior management team

### **Qualifications:**

- Bachelor's Degree with concentration in Sports Marketing or a related field preferred
- 3+ years tickets sales or sponsorship sales experience with quantitative results and a proven track record preferred
- Comfort with business development activities and ability to build relationships quickly
- Demonstrated ability to work as a part of a team to solve problems effectively and independently
- Strong work ethic, positive attitude, integrity, communication skills, and desire & ability to learn in a fast paced, highly competitive industry

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.