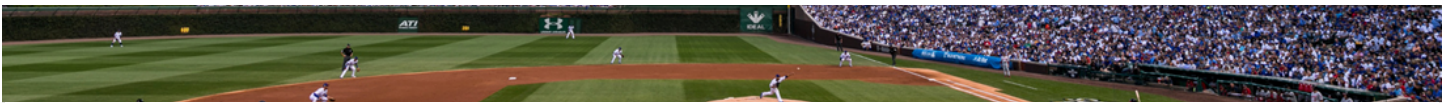


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## Account Executive, Corporate Partnership Development

📍 Chicago, Illinois

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### GO BEYOND THE IVY

[Chicago Cubs](#) | [Marquee 360](#) | [Marquee Development](#)

Our bold brands and their destinations have quickly elevated the Chicago Ballpark experience and have become the preferred gathering places for our fans, our neighbors and our own families. We are proud of what we have accomplished together and are committed to continually challenge the status quo. Each brand stands as unique as the teams that drive them. We welcome you to learn more about us, we think you will like what you see.

<b>JOB TITLE:</b>	Account Executive, Partnership Development
<b>DEPARTMENT:</b>	Corporate Partnerships
<b>REPORTS TO:</b>	Director, Partnership Development
<b>FLSA STATUS:</b>	Exempt

### ROLE

The Partnership Development Account Executives are the primary Corporate Partnership Sales

leads for the Chicago Cubs, Wrigley Field and its surrounding campus, including Gallagher Way, Hotel Zachary and the Wrigley Rooftops. This position generates revenue through securing innovative partnerships dependent on relationship building, collaboration, creativity and executing a consultative approach to meeting the needs of our partners.

## RESPONSIBILITIES

- Research, prospect and establish corporate partnership leads – via direct phone contact, networking, organizations and industry contacts
- Conduct in-depth needs analysis and discovery meetings, preparing and present-



y utilizing a consultative

sales approach in partnering with new strategic partners

- Maximize partnership revenue by working closely with the Account Management team to understand category and asset opportunities
- Negotiate key business terms and contracts with partners
- Collaborate with assigned corporate partnership representatives to ensure fulfillment of contracts, with an emphasis towards maximizing cross-promotional opportunities
- Define expense budgets related to the implementation and execution of corporate partnership agreements
- Showcase Chicago Cubs partnership opportunities for prospects during game days and special events
- Collaborate with internal stakeholders on corporate partner-related programs that are beneficial to the entire organization
- Develop strategic partnerships that are innovative and utilize non-traditional partnership assets

## REQUIRED QUALIFICATIONS

- Bachelor's degree from an accredited 4-year university
- Minimum of 3 years of direct corporate partnership/sponsorship sales responsibility
- Demonstrated ability to effectively manage multiple initiatives simultaneously
- Demonstrated strong oral, written and presentation/communication skills
- Demonstrated organizational and time management skills
- Submission of three (3) examples of mutually beneficial corporate partnerships
- Ability to publish a list of business contacts and prospects to be sourced in partnership outreach
- Ability to work a non-traditional schedule to include evenings, weekends, and holidays as needed

## PREFERRED QUALIFICATIONS

- Advanced Degree
- Bachelor's degree in sales or business-related field from an accredited 4-year university
- A positive team member that displays a passion for their craft, an openness to learning, and superior work ethic
- Sales Experience with a sports property or league (sponsorships/partnerships experience preferred)
- Experience using market research tools such as Nielsen Sports, Winmo, SponsorUnited
- CRM experience (salesforce.com preferred)
- Photoshop proficiency

### Response Expectations:

Due to the overwhelming number of applications we receive, we unfortunately may not be able to respond in person to each applicant. However, we can assure you that you will receive an email confirmation when you apply as well as additional email notifications whether you are selected to move forward for the position or not. Please note, we keep all resumes on file and will contact you should we wish to schedule an interview with you.

***The Chicago Cubs and its affiliates are an Equal Opportunity Employer committed to inclusion and employing a diverse workforce. All applicants will receive consideration without regard to race, color, religion, sex, national origin, age, sexual orientation, gender identity, gender expression, veteran status, disability, or other legally protected characteristics.***

Apply

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 Full time

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## About Us



## CHICAGO CUBS

The Chicago Cubs franchise, a charter member of Major League Baseball's National League since 1876, has won the National League pennant 17 times and was the first team to win back-to-back World Series titles in the 1907 and 1908 seasons. In 2016, the Chicago Cubs made history again when the team won its first World Series in 108 years, ending the longest championship drought in North American sports. Known for its ivy covered outfield walls, hand-operated scoreboard and famous Marquee, iconic Wrigley Field has been the home of the Chicago Cubs since 1914, making it the second oldest ballpark in Major League Baseball.

## LOOKING TO JOIN THE TEAM?

We invite you to explore our open opportunities with our growing brands:

**Chicago Cubs** | [View Front Office Opportunities](#)

**Wrigley Field** | [View Seasonal Opportunities](#)

**Marquee Development** | [View Front Office Opportunities](#)

**Marquee 360** | [View Sales Opportunities](#)

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