



# ***SBP Job Posting***



## **(XYZ) High School Sports Business Program**

### **Vice President of Sponsorship Sales & Service**

SBP Job Number: 5

#### **Job Description:**

#### **Reports to President**

This position will be responsible for the directing of all Sports Business Program Sponsorship sales and service activities while adhering to the class instructor's overall vision and promotional strategy. VP of Sponsorship Sales and Service will directly oversee the Sponsorship Sales Representatives as well as the Client Services Representatives & Service. The V.P. will act as a face of the company in business situations and insures that all aspects of community partnerships and sponsorships are fulfilled.

This position will have an active involvement in all marketing and sales strategy and will serve as liaison between the sales and service group and the marketing/communications department and all other groups/departments of our program. This position requires a lot of responsibility and leadership.

#### **Responsibilities and qualifications include:**

- Outstanding leadership skills
- Strong verbal and written communication skills
- Team builder with problem solving abilities
- Creating a fun, working environment while exceeding program goals and objectives
- Decision making and job delegation abilities
- Product knowledge of full Sports Business program menu
- Time available outside the classroom
- Passion for the project
- Desire to grow professionally and gain valuable work experience
- Willingness to suggest ways of improving program efficiency and profitability
- Solid understanding of essential components of sales/marketing plans and service fulfillment
- Enrollment in Student Leadership (pre-requisite)
- Ability to manage financial budget responsibilities

**Basic Skills:** Leadership, management, multi-tasking, team building, communication (written & verbal) and problem solving

*For all interested and qualified applicants, please submit your cover letter and resume.*

**Contact Information:** Teacher Name, Room number, Email / phone

**Application Requirements:** Extra hours available outside class time (etc)

**Application Deadline:** Date