



SBP Job Posting



(XYZ) High School Sports Business Program

Sponsor Sales Representative

SBP Job Number: 11

Job Description:

Reports to: V.P. of Sponsorship Sales & Service

Sponsor Sales Representatives are responsible for driving revenue by arranging for partnerships with local businesses through sponsorship opportunities. This includes all types of sponsorship inventory including school venue signage, print, promotions, website marketing and any radio or television spots on local broadcast. The ideal candidate is someone who is able to build strong rapport with trust and credibility with high level decision makers using consultative sales philosophy to create a “win-win” partnership with local businesses.

The candidate will work with appropriate internal departments to schedule, confirm and fulfill all sponsorship elements. Possessing excellent listening, learning, creative, problem solving and communication (verbal and written) skills is required. The position requires the ability to create and draft proposals and presenting them in a convincing and professional manner.

This position also requires that the employee (student) be available to work all home games and Corporate and V.I.P. Events.

Responsibilities and qualifications include:

- Ability to establish and maintain strong working relationships with corporate clients and partners
- Superior knowledge regarding the practices and principles related to the sale and implementation of school and community/business partnerships
- Work closely with other departments within the Athletic Office and school on partner related programs, including game operations, community relations, communications, ticket sales, marketing and facility operations
- High energy and the ability to remain focused on sales goals and the ability to work independently
- Posses superior negotiation skills with a mentality to positively affect the athletic budget bottom line
- Maintain accurate records of all prospecting and sales activities and closed sales and event participation
- Creative, detail oriented and posses a strong work ethic and willing to learn complex sales agreements
- Ability to work flexible hours including evenings, weekends, and holidays

Basic Skills: Time management, communication (written & verbal), basic computer skills 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