



NATIONAL DIRECTOR OF PARTNERSHIP SALES

Location: Dallas, TX or Chicago, IL

Position Overview:

Serves as the senior partner and confidant for assigned properties as well as internal teams to drive new revenue for our existing and growing list of partners. Their focus is on creating and selling strategic, national partnerships such as: official category sponsorships, naming rights opportunities, signage, sampling programs, marketing activations and promotions.

Primary Job Responsibilities:

- Be a strong cultural fit and an authentic advancer of our mission and values
- Understand the property's key business challenges and develop a strategy to identify national partners that drive success
- Senior (C-Level) prospecting including calls, meetings and presentations - a consultative approach is a must
- Maintain strong relationships with prospects, partners and industry influencers
- Actively engage with other members of the company to continuously improve processes, create efficiencies and reduce costs
- Genuine eagerness to work with, mentor, encourage and learn from a diverse and talented team

Qualifications & Requirements:

- College degree and 8-10 years of experience
- Minimum 2 years of experience leading a team
- Thorough understanding of the sports, media and entertainment landscape
- Thorough understanding of sponsorship sales and sponsorship activation
- Must have strong analytical and creative problem-solving skills.
- National client facing experience is a must
- Strong attention to detail
- Expertise using MS Office products, PowerPoint and Salesforce
- Excellent storyteller using data, compelling copy and captivating visuals
- Can work traditional and non-traditional office hours as needed
- Self-manages under multiple priorities and deadlines

