



Director, Corporate Partnerships

Reports to: Vice President, Business Operations

Job Responsibilities:

The Director will oversee all aspects of the corporate partnerships department, including the sales and service of clients and the management of a small team. The position will be filled by a candidate who has a proven work history in partnership sales and management. **Please apply only if you meet the qualifications.**

- Oversee the team's corporate partnerships department and assume responsibilities in sales and service, and staff management.
- Create strategic plans and critical path timelines that provide for the greatest opportunity for success.
- Design and regularly update compelling collateral that accurately represents and team and the brand.
- Determine an annual rate card that's in line with other sports and entertainment properties in the market.
- Cultivate a network of C-level decision-makers and advertising agencies on a local, regional, national and international level while professionally and accurately presenting the team's brand and core principles.
- Deliver on all contracted elements, with a desire to over-deliver to all corporate partners.
- Work closely with the marketing, ticket sales and business intelligence departments and the executive team to create valuable in-market activations and co-branding opportunities (which must be included in every partner package).
- Serve as the team's foremost expert in corporate partnerships, and have a strong passion to present new ideas and innovative ways to maximize revenue.
- Represent the department at internal meetings with the executive team and leadership from other departments.
- Lead sales and service trainings, and host routine meetings with staff to foster open lines of communication.
- Utilize a CRM platform to maintain and develop an accurate and thorough database of clients and prospects.
- Craft sales and service reports that accurately portray sales figures and future projections.
- Work well with League leadership and corporate partnership executives from other teams in the League for the sharing of ideas, best practices and contacts.
- Embrace fan development initiatives and community outreach efforts.

Minimum Qualifications:

- Bachelor's Degree in Sports Management/Administration or related field, or equivalent work experience.
- Five years (5) of corporate partnership sales and account management experience in major league, minor league or collegiate athletics.
- A demonstrated track record of success in both sales and management.
- Competency in CRM, with the ability to learn quickly.
- Excitable personality, someone who brings passion and enthusiasm and shares them with staff in and out of the department.
- Strong desire to be a valuable contributor within the local community.
- Priority of integrity and ethics.
- Excellent oral and written communication skills.
- Desire to achieve greatness as part of a larger team.
- Willingness and flexibility to work long hours, including significant responsibilities on weekends and holidays.

Preferred Qualifications:

- Bilingual and affluent in English and Spanish.
- Knowledge of the National Lacrosse League and the sport of lacrosse.

EEO:

The company is an affirmative action-equal opportunity employer and does not discriminate because of age, color, sex, disability, national origin, religion or veteran status.