

Title: Corporate Sponsorship and Activation Manager
Department: Advertising
Reports Directly To: Director of Sales

Introduction

The Corporate Sponsorship and Activation Manager is responsible for generating revenue through selling sponsorships and ticket packages to regional and local businesses for both Spring Training and the Minor League Baseball season at Roger Dean Chevrolet Stadium. This position is also responsible for assisting the Director of Sales with all sponsorship and advertising activation within Roger Dean Chevrolet Stadium. Roger Dean Chevrolet Stadium is the Spring Training home for the Miami Marlins and St. Louis Cardinals and Single A Florida State League Jupiter Hammerheads and Palm Beach Cardinals.

Job Description

- Generate revenue through the sale and service of corporate sponsorship.
- Generate revenue through the sale and service of season tickets, group tickets, suite rentals, and mini plans for both Spring Training and minor league seasons.
- Assist the Director of Sales with all sponsorship and advertising activation within Roger Dean Chevrolet Stadium.
- Develop new leads through networking and cold calling.
- Solicit businesses and organizations for the purpose of creating new sales and generating new revenue.
- Duties include but are not limited to prospecting, telephone sales, networking, presentations, public speaking, creative selling, inventory management, entertaining, promotional activities and game operations.
- Inside and outside sales required.
- Manage accounts and secure renewals/ upgrades of existing clients to maximize potential revenue.
- Establish a high level of customer service with current and prospective sponsors.
- Assist staff with development of new and creative ways to promote the stadium.
- Assist in management of sales database.
- Assist with customer service issues during events.
- Other duties as assigned.

Other Possible Duties

- Assist in management of Spring Training and minor league games from an operation perspective.
- Assist with the development of the promotional schedule for the Jupiter Hammerheads and Palm Beach Cardinals.

Qualifications

- Must have a minimum of two years' experience in corporate sponsorship sales or ticket sales in the sports industry.
- Experience with SCORE CRM is preferred.
- Spanish language working proficiency is preferred.

- Must be willing to work long hours and weekends.
- Must be willing to cooperate and work well with all other areas of the organization.
- Ability to handle multiple tasks with attention to detail and follow-up.
- Strong computer background and knowledge of Microsoft Excel and Word.
- Good verbal and written communication skills.
- Excellent interpersonal skills.

Compensation/Benefits

- Compensation based on experience.
- Health and Dental
- Paid Time Off
- 401K

Jupiter Stadium, LTD is an Equal Opportunity Employer Please submit resume, with cover letter, and three references to Lynn@RogerDeanChevroletStadium.com