



Position: Sponsorship Manager

Description:

Caravel Marketing is a rapidly growing company specializing in partnership marketing. We develop strategic plans to increase sponsor value and accelerate performance, and connect companies and properties to create meaningful partnerships. We are a small but mighty company where integrity, courage and grit guide our purpose to be the best sponsorship and event marketing firm in the nation.

We are building a dynamic and energetic team dedicated to achieving results who are motivated by bringing ideas, solutions, and enthusiasm to our clients. We are seeking an experienced Sponsorship Manager to drive sponsorship sales efforts for our clients with unwavering determination and commitment.

Key Responsibilities:

1. Secure sponsors for various client projects, with particular focus on fairs, festivals, and major events
2. Prospect, research and schedule meetings with potential sponsors
3. Write sponsor presentations, and customized proposals
4. Communicate with clients to develop programs
5. Manage Sponsorship Sales Coordinator(s)

Additional Responsibilities::

1. Complete contracts
2. Develop execution plans
3. Use CRM tools, and established processes
4. Maintain network organization

Qualifications:

Candidates must have a minimum five years of business development or sponsorship experience, preferably in entertainment, events, sports or media. The Ideal candidate must demonstrate the knowledge, experience, and ability in the following areas:

- Proven success generating revenue for major events
- Strong verbal and written communication skills
- Well connected, client focused, customer service mentality
- Management experience, commitment to developing staff skills and nurturing talents
- Creative thinker and problem solver
- Sponsorship experience and knowledge
- College degree in communication or strong relevant experience



Compensation: Commensurate with experience. Base salary and commission. Attractive benefits package included.

To Apply: Please send all inquiries with a cover letter and resume before December 29, 2018 to admin@caravelmarketing.com with "Partnership Manager" in the subject line of the email.