



## **Job Description: Partnership Manager**

Caravel Marketing is a national consulting company specializing in sponsorship marketing. We develop and implement strategic plans to make connections and create meaningful partnerships. We coach and collaborate with clients, events, properties, and brands to accelerate performance and improve results.

We are leaders in sponsorship marketing. Caravel is a small but mighty company where integrity and grit guide our purpose to improve performance, increase revenue and make connections for our clients.

We are seeking an energetic Partnership Manager to lead the sponsorship sales efforts for our iconic clients. The ideal candidate has a passion for sponsorship and is motivated by developing creative, impactful programs and collaborating with our clients. This position is for someone who has demonstrated enthusiasm, contribution to revenue, and relationship building in sponsorship. This is an opportunity to be part of a creative, successful and growing team.

### *Key Responsibilities:*

1. Serve as key member of team responsible for securing new and growing current sponsors for client
2. Prospect potential sponsors, conduct research, schedule meetings and prepare presentations and proposals
3. Work with client to develop customized sponsor programs
4. Lead communication between clients and sponsors for optimal results
5. Commitment to use company sales process, methodologies and resources

### *Qualifications:*

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

- Proven success in generating and growing sponsorship revenue for an event, team, venue, or organization, has led sponsorship strategy for a brand, or has relevant sales experience
- Relationship building strengths
- Strong verbal and written communication skills
- Client focused, customer service mentality
- Creative thinker, promotionally minded
- Problem solver
- Attention to detail, strong organizational skills
- Sponsorship industry knowledge



- College degree in related field or strong relevant experience

Compensation: Attractive compensation and benefits package that includes commission, bonus, healthcare, 401K, flexible work environment.

To Apply: Please send all inquiries with a cover letter and resume before January 17, 2020 to [admin@caravelmarketing.com](mailto:admin@caravelmarketing.com) with "Partnership Manager" in the subject line of the email.