

## Director of Corporate Sales

### Job Summary:

This position requires a dynamic, professional, creative sales leader with a successful sales track record in professional sports. This individual will be responsible for the direct sales of all team products: corporate sponsorship, hospitality, suite and ticket sales along with the attainment of the budgetary goals set for each.

### Responsibilities:

- Ultimate responsibility for all corporate sales revenue-generating aspects of the Joliet JackHammers
- Represent the JackHammers in the sale of corporate sponsorship, hospitality, suite and ticket sales
- Develop and cultivate corporate sponsorship, hospitality, suite and ticket sales prospect list and database
- Develop relevant sales marketing materials
- Assist the VP/General Manager and AGM of the JackHammers with related advertising strategy and initiatives
- Manage JackHammer special events
- Ensure that all accounts are being managed effectively by coordinating the implementation of sponsorship packages
- Oversee the distribution of annual corporate sponsorship fulfillment packages
- Entertain current and potential clients at JackHammer games and events
- Manage any relevant outside agency relationship
- Responsible for attaining agreed upon sponsorship, hospitality, suite, and ticket sales budgets

Reports to: Assistant General Manager

### Minimum Requirements:

- Bachelor's Degree or equivalent amount of education and relevant experience
- Four years sales experience and relevant managerial experience
- Proficiency in all basic computer applications, including PowerPoint
- Proven ability to close significant corporate sponsorship and ticket opportunities

Salary: Commensurate with experience