



Director, Corporate Partnership Sales

Florham Park, NJ

Job Summary:

Sell new, integrated corporate partnerships across all organizational lines of business.

Report To: Vice President of Corporate Partnerships

Job Responsibilities:

- Prospect, cultivate and close new business partnerships leveraging the New York Jets and MetLife Stadium controlled media/sponsorship assets.
- Engage in onsite and out-of-office sales meetings.
- Create, propose and sell integrated sponsorship programs.
- Manage, service and grow existing partnership accounts.
- Develop relationships with clients.
- Maintain and be held accountable for required sales activity levels and reports.
- Perform other functions and activities as assigned by the Sr. Vice President of Corporate Partnerships.

Experience and Requirements:

- Prospective candidate should have no less than ten (10) years industry experience in a sales capacity.
- Sports, entertainment sales preferred.
- Strong existing client relationships are preferred.
- Preferable to have experience in the NY/NJ marketplace.
- Computer proficiency in Microsoft Word, Excel, PowerPoint and CRM.
- Self-motivated with entrepreneurial spirit and ability to work independently.
- Excellent interpersonal and communication (written and verbal) skills.
- Ability to manage a high level of detail across multiple projects and to prioritize efficiently.
- Possess an optimistic team attitude and competitive desire to be the best.

How to Apply:

Interested applicants should complete an application and submit a cover letter and resume at the link below.

Position: Director, Corporate Partnership Sales

Department: Corporate Partnerships

[Fill out the application and upload your resume and cover letter here.](#)