

Kelly Sports Properties

Kelly Sports Properties, a division of Kelly Press Inc.

Location: Columbia, MO

Job Status: Full Time

Posted/Updated: 10/1/2021

Job Description: Corporate Partnership Sales

Kelly Sports Properties, the exclusive marketing and multi-media rights partner for multiple school districts (Parkway, Northwest and Fox) within the St. Louis metro area, is seeking individuals that have a passion for students and their co-curricular activities.

The primary function of this position is to identify, sell, and maintain partnerships between local and regional businesses and the school district. The position requires a passionate, self-starting individual that is eager to identify and implement paid partnerships with school districts in an attempt to strengthen the revenue stream that supports athletic and fine arts programs within the district. Once partnerships are established, candidate must work in close conjunction with the district to ensure that the partners receive the elements of their partnership (in-game opportunities, signage, web, public address, print media, etc.). Candidates's ability to ensure the satisfaction of the business with the school district is paramount.

Ideal candidates will have extensive knowledge of and connections within the St. Louis market. Previous experience in and/or around high school athletics and fine arts is a definite plus. Work schedules are flexible to some extent but will require an individual that is highly disciplined, very organized, and passionate for high school kids and their activities—your job performance directly impacts each student, coach, and fan.

Responsibilities and skill set listed below are critical for candidates initial and continued success. The business model is both innovative and fun. The work requires creative, out-of-the-box thinking. Problem solving and communication skills a must. Ability to network and host events will only increase success of the candidate. Work environment is professional, yet casual and supportive. All team members are in this together creating a family-like environment.

Responsibilities:

- Develop, sell and execute innovative sales strategies to meet and/or exceed KSP annual revenue goals.
- Preparation, documentation and presentation of local/regional sales packages.
- Preparing and reporting on proposed contract partnership agreements.
- Develop key marketing objectives with clients, keeping detailed account lists & CRM records/notes.
- Facilitate communication and activities between KSP staff, District contacts and Partners.
- Monitor and Facilitate client contract activation, fulfillment, execution and review

Skills & Requirements

- College degree preferred with previous sales experience a plus but not a requirement.
- Exceptional communication, interpersonal, problem solving and relationship building skills.
- Computer literacy with proficiency in Windows Office Suite and/or Adobe Creative Suites.
- Excellent time-management & organizational skills.
- Ability to work well with a team and independently, to achieve goals and objectives.

Desired:

- Create and actively cultivate relationships year-round with High School and District Administrators.
- Passion and loyalty dedicated to the values and benefits of Student participation in Co-Curricular activities.
- Production knowledge for print is a plus but not a requirement.
- Ability to learn and adapt to new skill sets.
- Knowledge of Mac operating systems.

Submit resume with salary expectations to jobs@kellysportsproperties.com

Kelly Sports Properties is an Equal Opportunity Employer

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