

# OAK VIEW GROUP – GLOBAL PARTNERSHIPS

## DIRECTOR OF PARTNERSHIPS – (SANTA CLARA, CA)

Oak View Group is a sports and entertainment company engaged in a wide variety of activities, including arena development, facility management, arena and stadium alliance, sponsorships and partnerships, security services, publications, conferences, and consulting. The company, privately held, is headquartered in Denver, Colorado with offices throughout the world. This position on our Global Partnerships team is located at the **Santa Clara Convention Center** located in Santa Clara, CA.

### **Job Summary/General Description:**

This position will be responsible for generating revenue from local, regional, and national companies through the sale of integrated sponsorships and naming rights partnerships throughout the Santa Clara Convention Center. This position will serve as the department head for local operations and be responsible for the sales and service for all corporate partnerships. Compensation will consist of base salary plus sales commissions. This position will be responsible for achieving measurable financial results.

### **Duties and Responsibilities:**

- Work with VP of OVG Global Partnerships to develop a strategic plan to drive revenue for the venue.
- Work with the Senior Director, Brand Consulting and Solutions to identify and quantify revenue generating opportunities and locations throughout the venue.
- Responsible for establishing new marketing partnerships to achieve annual revenue goals.
- Conduct cold calls as a way of securing appointments to sell to new prospects among local and national companies.
- Analyze specific marketing needs of prospects based on partner objectives, market strategies, category potential, activation potential and financials.
- Support and work closely with regional management and on-site local management.
- Effectively present proposals in front of individuals and large groups.
- Develop meaningful business relationships with existing and potential sponsors.
- Communicate well across all areas of the company including broadcast, accounting, marketing, community relations and ticket operations.
- Work closely with the Operations and Marketing teams to ensure that current clients receive superior service and fulfillment of each contract.
- Develops sales action plans to ensure hitting budget goals.
- Prospect, sell, cultivate, and maintain the corporate sponsorships for the venue in both new and renewal business.
- Execute all aspects of corporate partnership fulfillment.
- Develop relationships with brands in region for potential synergy across OVG portfolio.
- Develop relationships with other OVG venues in the region for potential synergies with corporate partners and prospects.
- Work with outside agencies to get all corporate partnerships signage created and placed.
- Create annual recaps for corporate partners, when applicable.
- Service all corporate sponsorships through various means including direct contact, newsletters, corporate partner gatherings, etc.

- Create new client initiatives to better serve the corporate partners.
- Design of sales proposals and presentations for potential corporate partners.
- Work and attend events, promotions, and OVG360 Corporate Sales events.

**Qualifications (educational criteria, experience and other basic knowledge requirements):**

- Bachelor's degree or the equivalent training & experience.
- 5+ years of sales experience with emphasis in major league team sports, larger market media (TV, radio) and/or sponsorship sales.
- Proven track record of developing and managing highly strategic corporate partnerships; Strong prospecting, analytical, presentation and communication skills.
- Proven success in establishing and meeting challenging sales objectives in a high profile, competitive marketplace.
- Comfortable managing tight deadlines and meeting aggressive sales goals and expectations.
- Strong professional relationship skills; Ability to establish and maintain long-term strategic relationships with corporate clients, direct reports and co-workers.
- Must be a skilled negotiator with the ability to effectively represent the standards and philosophy of the department.
- Strong time management and organizational skills.
- Experience with Salesforce/KORE (CRM) is preferred
- Able to work non-traditional hours, in non-traditional settings.
- Must be highly self-motivated and adept at working both independently and as part of a team.
- Manage multiple projects simultaneously in a fast-paced environment.
- Ability to work nights, all events, weekends, events and holidays as required.

**Intellectual/Social, Physical Demands and Work Environment:**

- The intellectual/social, physical demands and work environment characteristics described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

**Intellectual/Social demands:**

- While performing the essential functions of this job, the employee is continuously asked to multi-task under time limits. Position requires constant attention to precise details and accuracy of specified standards including following simple to complex (more than 3 steps) instructions, and concentration which frequently extends beyond 30 minutes at a time. Employees in this role will constantly be in leadership role; this requires directing others either verbally or in writing to complete tasks in prescribed time frame. This position also requires constant use of interpersonal skills including but not limited to: ability to direct/motivate/inform staff and foster collaboration, being able to recognize and resolve conflicts, being able to openly communicate in writing and verbally with clients.

**Physical demands:**

- While performing the essential functions of the job, the employee constantly operates a computer and other office devices such telephones, copy machines, fax machines, etc; occasionally moves about inside the office to access storage areas, cabinets and office machinery; constantly moves about the facility/outside the facility to meet with clients/supervise staff; constantly communicates via telephone, email and in-person with others to exchange accurate information.

**Work environment:**

- The essential functions of this position are performed indoors. The noise level in the work environment can range from minimal to loud during events depending on the employee's location and is minimal during non-event times.

**EEO Statement**

- Oak View Group is committed to equal employment opportunity. We will not discriminate against employees or applicants for employment on any legally recognized basis ("protected class") including, but not limited to veteran status, uniform service member status, race, color, religion, sex, national origin, age, physical or mental disability, genetic information or any other protected class under federal, state, or local law.