

- Company: Home Team Marketing
- Position: Director of Multicultural Ad Sales
- Status: Full time employee
- Relevant Work Experience: 5+ years Multicultural Ad Sales
- Education: Bachelor's Degree
- Locations: Los Angeles, California
- Job Category: Sports Advertising & Sponsorship Sales
- Career level: Experienced

Brief Summary:

Opportunity to join the leading high school sports marketing company in America with emerging multicultural platforms. Home Team Marketing has access to over 90% of predominantly Hispanic and African American enrolled high schools in the US. This platform can instantly become an extremely powerful multicultural opportunity. The Multicultural Director will be responsible for prospecting and selling of multicultural sponsorships and advertising into high school athletic events.

Essential Duties & Responsibilities

- Maintain thorough working knowledge of the multicultural advertising and marketing marketplace
- Selling and managing multicultural sponsorship programs surrounding specific high school athletic events across the country
- Daily management of sponsorship campaigns
- Maintain daily communication with clients, prospects
- Facilitate communication and activities between HTM, clients, and high school properties
- Know, understand and adhere to all HTM Company policies and procedures

Required Knowledge, Skills, and Abilities

- Computer literacy with proficiency in Microsoft Word, Excel, & Powerpoint
- Fluent in Spanish
- Experience in prospecting for new clients
- Working knowledge or proficiency in Acrobat, Illustrator and In-Design a plus
- Excellent time-management, organizational, and self motivational skills
- Excellent composition skills; oral and written
- Ability to service multiple clients and various assignments

- Ability to work well with a team and independently

Educational Requirements:

- Bachelors Degree
- Marketing, or advertising experience
- Extensive knowledge and passion of high school sports a plus

Please submit resume and cover letter to: Jobs@hometeammarketing.com