

- Company: Home Team Marketing
- Position: Account Executive - Sports Sponsorship/Advertising
- Status: Full time employee
- Relevant Work Experience: 2-5 years
- Education: Bachelor's Degree
- Locations: Nashville, TN
- Job Category : Sports Sponsorship & Advertising Sales
- Career level: Experienced (Non-Manager)

Brief Summary:

Opportunity to join the leading high school sports marketing company in America. Responsible for selling multifaceted sponsorships into TSSAA (Tennessee Secondary School Athletic Association) and GHSA (Georgia High School Association) championship events as well as other high school athletic events across the region . Maintain client relationships and manage account activities.

Essential Duties & Responsibilities

- Develop and manage sponsorship programs surrounding TSSAA and GHSA events and other specific high school athletic events
- Generate revenues in accordance with specific budgetary goals
- Execution and daily management of sponsorship sales.
- Continual development of prospect lists
- Maintain daily communication with clients, prospects
- Facilitate communication and activities between HTM, clients, and high school properties
- Maintain thorough working knowledge of the high school sports marketplace
- Provide senior management with feedback and recommendations for sponsorship programs
- Know, understand and adhere to all HTM Company policies and procedures

Required Knowledge, Skills, and Abilities

- Excellent interpersonal skills; ability to meet and deal effectively with clients and prospects
- Computer literacy with proficiency in Microsoft Word, Excel, & Powerpoint
- Excellent time-management, organizational, and self motivational skills

- Excellent composition skills; oral and written
- Experience with public presentations/face to face meetings
- Ability to service multiple clients and various assignments
- Ability to work well with a team and independently

Educational Requirements:

- Bachelors Degree
 - 2-5 years of sales, marketing, or advertising experience
 - Extensive knowledge and passion of high school sports a plus
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- Please submit resume and cover letter to: Jobs@hometeammarketing.com