



Position: PT Sponsorship Coordinator

Available: Immediately

Location: Columbia, MO

Ultramax Sports has evolved into an all-inclusive active lifestyle company. The company is very diversified and now reaches into virtually all corners of the active lifestyle market. Ultramax Sports offers event production, management, marketing, chip timing services and equipment rentals to more than 200 events each year. Ultramax Sports also owns and produces 15-20 events around the region. The Ultramax Sports brand ranks among the most recognized and respected brands in the active lifestyle industry, attracting participants and partners from across the region and nation.

Position Overview:

Ultramax Events is looking for a talented, outgoing, reliable, motivated and organized salesperson to develop corporate marketing partnerships for our owned event properties. This position will be responsible for creating a high volume of new business, developing and implementing corporate sponsorship packages and building and maintaining relationships with partners associated with our owned events. The Sponsorship Coordinator will identify and develop relationships with local companies and organizations to secure partnerships tied to our owned event properties. The primary focus will be to increase overall revenue for each event through direct cash sponsorship packages, expo booth sales, corporate group registrations and in-kind sponsorships.

Primary Responsibilities:

- Identify and develop relationships with companies and organizations
- Execute standard sales process techniques and tactics
- Maintain contact and relationships with sponsor prospects
- Assemble sponsorship materials, including letters, proposals, budgets and presentations
- Sell owned event sponsorship packages, assets and expo vendors
- Develop creative, sellable inventory that offers exposure and value
- Provide exceptional customer service
- Provide weekly progress updates in research, inquiry and outcome to Ultramax Sports

Requirements

- Must have at least 1+ year experience in a sales environment. Business to business sales a huge plus.
- Must be self-confident, resilient and possess a high level of enthusiasm
- Must have well-developed interpersonal skills and the ability to connect to a wide variety of audiences, demonstrating strong communication skills
- Must be results driven and bottom-line oriented yet sensitive towards people and values
- Must be able to develop thick skin and overcome objections
- Must be proficient in Microsoft Suite products
- Must be very outgoing, not afraid to cold call or talk to business leaders in a professional manner
- Must be self-motivated with a positive mindset and extremely goal-oriented

- Must possess a strong ability to manage one's own time and prioritize tasks when given clearly defined goals and objectives
- Must be flexible, open-minded and a reliable team player

Working Conditions

1. Travel Requirements:

- a. The candidate may be required to travel on a limited basis to close a deal or discuss a potential sponsorship within the following areas: Kansas City, MO, Springfield, MO, Oklahoma City, OK, and Memphis, TN.

2. Work Environment:

- a. The right candidate will primarily be able to work from home with a flexible schedule. The ability to work at headquarters will be available as well and required one day a week. Hours can be flexible and can fluctuate depending on the time of the season. Typical hours can range from 5-15+ hours/week. The Sponsorship Coordinator will also be expected to work some events on weekends to gain a level of understanding of sponsorship activation and customer service.

3. Compensation:

- a. This is 100% commission based position. The Sponsorship Coordinator will receive 25% of all direct cash sponsorships and 15% of all budget relieving in-kind donations/sponsorships. A successful Sponsorship Coordinator should be able to bring in \$50,000-\$75,000+ of new business per year. The potential to sell over \$100,000 worth of sponsorship packages is very attainable. Bonuses will be available for working Ultramax owned or contracted events. This ranges from \$125-\$200 per day

This job description is not designed to cover or contain a comprehensive listing of all activities, duties or responsibilities that are required of the position. Other duties will be assigned as needed. We are a small company and we thrive on flexibility. A listing of our owned event properties can be found at <http://ultramaxsports.com/our-events> Please note we are adding new events every year with more sponsorship opportunities available.

Apply Online at: <http://ultramaxsports.com/career>