



ACCOUNT EXECUTIVE, BUSINESS DEVELOPMENT

PIVOT is a Bay Area sports and entertainment marketing startup making a name for itself in a fast-paced and dynamic industry. Our mission is to create innovative business-to-business opportunities and to unite brands and properties in lasting partnerships that channel the emotional energy of sports into profitable and meaningful consumer engagement.

We are looking for a qualified and self-motivated individual to join our sales team as a Business Development Account Executive. This person must have experience working in a fast-paced environment and possess general knowledge of sales, sponsorship and marketing concepts. Our ideal candidate is business savvy and has a strong understanding of sponsorship sales as it applies to brand marketing. This person is an effective communicator with a clear focus on an end objective and possesses the technical skills and multi-tasking capabilities to efficiently work in a start-up environment. In the advertised role, the candidate will have the benefit of working closely with, and learning from, seasoned professionals who have worked with some of the most notable sports franchises in the country.

Responsibilities:

- To work with the PIVOT Sales Team in identifying potential sponsorship opportunities for existing and potential clients
- To facilitate the relationship growth and ongoing communication between properties and sponsors
- To research property and brand clients with the aim of gathering statistical information to present to potential sponsors
- To work closely with the Business Development Team on short- and long-term projects
- To educate oneself on, and maintain awareness of, relevant industry events, publications, and announcements with the purpose of identifying meaningful trends, influential people and burgeoning brands
- To engage in ideation sessions with the Property Sales and Brand Representation teams
- Strategically prospect new potential partners for client portfolio
- To assist the PIVOT executive staff on special projects as requested

Required Education and Experience:

- BA/BS in Business, Sports Management, Marketing or other related disciplines
- 2+ years employment experience in sports, marketing, sales, sponsorship or communications



Preferred Skills & Qualifications

- Firm grasp of available networking platforms within the sports management industry
- Advanced negotiation skills
- Microsoft Office and Google Suite proficiency
- Excellent presentation, written, and oral communication skills
- Acute attention to detail, organization and efficiency
- Experience using MS Office and Google Suite

Compensation:

- Annual Base Salary: to be determined
- Commission (processed on a cash accounting basis): structure to be determined

Please submit resume, portfolio of professional work, and LinkedIn profile to simone@pivot-agency.com

**PIVOT Agency
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