



DIRECTOR, BUSINESS DEVELOPMENT PROPERTY SALES DIVISION

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 Property Sales Team as a Director, Business Development. The candidate will be a leading member of PIVOT's Property Team, working with arenas, teams and athletes to source, negotiate and secure sponsorship agreements. This includes everything from pursuing naming rights opportunities to developing primary sponsorship portfolios for young companies. This person will have experience closing seven figure partnerships and be responsible for identifying new opportunities as well as supporting the growth of existing accounts.

Our ideal candidate is business savvy, has a strong understanding of sponsorship sales, and has an existing network of qualified relationships that can help drive revenue opportunities. 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. We are a nimble and growing sales team, passionate about what we do, and are looking for an individual with ambition and experience.

Responsibilities:

- Drive new business sponsorship sales for a growing list of PIVOT property clients, including teams, athletes, endurance events, universities, and naming rights opportunities
- Leverage existing local and national corporate relationships to identify possible sponsorship opportunities with PIVOT clients
- Cross-sell clients across multiple PIVOT services – property, brand, hospitality, etc.
- Lead sales presentations to perspective clients, including both in-person and phone calls
- Create and cultivate opportunities within existing property clients to maximize account revenue and growth
- Identify areas of opportunity for brand business development within property clients
- Lead all executive-level communication with potential clients
- Directly manage property accounts and relationships, acting as the main point of contact between PIVOT property client and the PIVOT sales team
- Provide regular progress reports on business development goals and new business outreach
- Maintain detailed records of property partnership deals and commission revenue information to communicate with the accounting department
- Effectively manage ones own book of business, including prospecting focus, time management and sales pipeline

**PIVOT Agency
1655 N. Main Street
Walnut Creek, CA 94596**



- Set an example and be a leader within the property sales division, specifically to the team of account executives and inside sales representatives
- Help lead ideation and strategy sessions with the Property Sales and Brand Representation teams
- Assist the PIVOT executive staff on special projects as requested

Job Performance Evaluation:

- Consistently meets and exceeds individual revenue goals on behalf of property clients
- Daily sales activity, including new prospective client outreach, client meetings, proposals, etc.
- Effectively communicates to senior leadership on sales outreach activity and individual revenue pipeline projections
- Acts in best interest of company objectives and works well with fellow team members and senior leadership
- Uses sound judgment in representing the company's values and objectives inside and outside of the office

Qualifications:

- BA/BS in Business, Sports Management, Marketing or other related disciplines
- 5-10 years of experience in sales and/or business development in sports marketing
- Knowledge & executive-level experience in sales, business development, negotiation, and project management
- Strong knowledge of national sponsorships, brand activation, and industry trends
- Existing book of business and key c-level relationships within sports and entertainment
- Excellent presentation, written, and oral communication skills with a distinguished presentation style
- Effective team leadership skills and the ability to mentor PIVOT team members
- Ability to communicate clearly with the CEO and agency decision-makers to create a unified approach to strategy and decisions
- Experience in organizational efficiency and operations management
- Strong network of contacts and industry connections
- Experience using MS Office and Google Suite

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

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