



INSIDE SALES REPRESENTATIVE, 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 an Inside Sales Representative, Business Development. Our ideal candidate is business savvy, has experience working in a fast-paced environment and possess general knowledge of sales, sponsorship and marketing concepts. 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.

This position has been created to help provide an entry into the sports sponsorship industry for driven and passionate individuals who otherwise may not have previous experience within the industry. All Inside Sales Representatives start on a 3 month trial period, where they work closely with senior leadership to learn and further develop their business development skill set. At the conclusion of the trial period, PIVOT Senior leadership will meet with the inside sales representative to review success and growth over the first 3 months, and discuss possible next steps within PIVOT.

Responsibilities:

- Work with the PIVOT Sales Team in identifying potential sponsorship opportunities for existing and potential clients
- Effectively reach out to all leads and prospects scheduled by senior leadership
- Drive outbound sales efforts via daily cold outreach, including email, calls, and LinkedIn reach out
- Set up calls and meetings in conjunction with senior leadership team to expose new brands to partnership opportunities on behalf of our clients
- Help facilitate the relationship growth and ongoing communication between properties and sponsors
- Continually 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
- Assist the PIVOT executive staff on special projects as requested

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



Job Performance Evaluation:

- Daily sales activity including all outbound sales efforts
- Ability to understand the sports sponsorship landscape and industry best practices
- Ability to learn from and work in conjunction with fellow team members and senior leadership
- Abides by company office requirements and acts in best interest of company objectives

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

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

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