

## **Sports Sponsorship/Advertising B2B Sales (Entry Level)** **Northern Monmouth Southern Middlesex County Location**

Seeking entry-level, motivated and dynamic B2B “outside” Advertising/Sponsorship Sales Representative to join our team selling youth sport, sports venues and leagues. Youth sports are one of the largest fastest growing segments in sports and a great way to learn the sports sponsorship business. In this role, you will be responsible for driving sales and expanding our client base through effective communication and relationship-building strategies. The ideal candidate will possess some business-to-business sales, customer service, and/or account management background with an ability to identify new business opportunities. If you are passionate about sports advertising/sponsorship sales and thrive in a fast-paced environment, we want to hear from you! This position will launch your career as it has for others who moved on to Advanced Media (NJ.com), Patriot News (PennLive.com), the Giant Center, and the NBA!

### **Duties**

- Develop new business through warm calling accounts.
- Develop and maintain relationships with current clients to understand their advertising needs and objectives.
- Ability to make presentations to customers in person highlighting the benefits of our advertising solutions.
- Manage accounts effectively by providing exceptional customer service and support throughout and after the sales process.
- Collaborate with the sales team to create targeted proposals that resonate with clients.
- Prepare sales reports and forecasts to track performance against financial targets.
- Participate in networking events regularly to promote our services and build connections.

### **Requirements**

- One (1) year experience in business-to-business sales, not retail sales, not outside door-to-door sales.
- Understanding of advertising and sponsorship sales
- Prefer background in media sales, ticket sales, sports sales or other related sales positions welcomed.
- Strong customer service skills with the ability to build rapport with clients quickly.
- Excellent communication skills, both **verbal and written**, with strong presentation abilities.
- Experience in account management is highly desirable.
- Ability to conduct presentations effectively and engage potential customers.
- Self-motivated with a results-driven mindset, capable of working independently as well as part of a team.
- Must have a license, car and bachelor’s degree
- Very proficient with Microsoft 365 products a must.

Salary range commensurate with experience between \$30,000 and \$40,000 plus commissions.

Please submit cover letter and resume to [Angelo@FoxRunGroup.com](mailto:Angelo@FoxRunGroup.com)

Shore District Advertising is an advertising and sponsorship sales representation firm representing The Shore Conference of High Schools, Coaches Choice, Townships of Toms River and of Lacey, Crashing The Boards college basketball radio show and the school districts of Brick, Toms River, Matawan, Middletown, Jackson, and Central Regional. [www.ShoreDistrictAdvertising.com](http://www.ShoreDistrictAdvertising.com).

Representing:

