

Sponsorship Sales

Wage Range: \$25.00 - \$35.00 an hour

Job Type: Full-Time, Non-Exempt

Role:

The Sponsorship Sales person is responsible for building and maintaining strong relationships between the International Agri-Center®, and its entities, current and potential sponsors. The Sponsorship Sales person plays a key role in driving revenue and building partnerships that support the organization's objective.

This includes but is not limited to:

- Developing Sponsorship Strategies
- Identifying Potential Sponsors
- Proposal Development
- Contract Negotiations
- Relationship Building and Management
- Budget Management
- Market Research

Job Responsibilities

- Manage Portfolio of existing customers and accounts
- Pursue new business opportunities.
- Achieve sales quotas and address team needs.
- Seek non-cash donations (goods, services, equipment, etc.)
- Arrange trade agreements to address the organization's current and future needs.
- Assist in development of departmental materials.
- Develop custom proposals and present them to prospective customers.
- Coordinate efforts with other departments to deliver timely and satisfactory results.
- Oversee fulfillment of assets and benefits across departments
- Collaborate with all departments to develop strategies to maximize potential revenue and customer satisfaction.

Experience & Qualifications

- Bachelor's Degree preferred, but equivalent work experience may be acceptable.
- Proven success in acquiring new business.
- Experience in personnel management
- Strong ability to work independently with minimal supervision.
- Ability to collaborate effectively across multiple departments.
- Exceptional verbal and written communication skills
- Excellent attention to detail and organization abilities
- Strong interpersonal skills
- Adept at quickly understanding customer needs and proposing solutions.
- Willingness to travel
- Proficient in project management with the ability to multi-task and set priorities under tight deadlines and high client expectations.
- Ability to perform tasks requiring physical activity.
- Willingness to perform tasks above and beyond job description as needed.
- Proficient in Microsoft Office and the ability to learn new programs quickly.
- Agri-business background preferred.

International Agri-Center® Benefits

- Hourly Position
- Comprehensive medical, dental, vision and life insurance
- Retirement Savings Program
- Paid time off plan

About International Agri-Center®

- 501 (c)(3), tax exempt organization
- Producers of World Ag Expo®, California Antique Farm Equipment Show™, Tulare Backyard Brew Fest, and home of AgVentures!® Learning Center and Museum
- Rental Facilities
- Volunteer-Lead Board of Directors with a volunteer base of over 1,200 and full-time staff of 23.

Please send resume and cover letter to jerry@farmshow.org.