



Kidspired Media

Job Description

Regional Director – Sponsorship & Media Sales

Position Title: Regional Director – Sponsorship & Media Sales

Position Status: Full Time (Two Positions)

Location: Durham Region & Halton Region

Reports To: Assistant Vice President, Sponsorship

Our Company: At Kidspired Media we are making a difference every day. We know the important role that sport plays in life, especially in the lives of children. We are committed to making sport more affordable, accessible and fun for everyone. If you have dreamed of a life working in sport, working in the community that you live in, and you want your chosen career to make measurable difference in the lives of children, give us a chance to talk to you!

Job Summary: You will manage a territory in which you will be responsible for the management of an existing client base as well as the acquisition of new sponsors, for the purpose of generating revenue for Kidspired and our club partners.

Opportunity to work from your home office.

Duties and Responsibilities

- Acquisition of new sponsors
- Management of existing sponsors
- Job requires a consistent presence in the community, using a 'grassroots approach'. Meeting with businesses daily is required.
- Achievement of sales targets for your region
- With the assistance of our creative resources, prepare proposals to attract new sponsors at all levels. Local, regional and national
- Liaise with sponsor partners to ensure satisfaction in programs purchased
- Work to gain a comprehensive understanding of the target audience/prospects for our partner sport associations (key trends)
- Regular communication with Kidspired support team to keep them up to date on important details relating to sponsorship sales activities
- Prepare contractual agreements for sponsors in accordance with company policy
- Share sales and sponsorship knowledge and expertise to inform Kidspired marketing strategy

Knowledge and Skills:

- Excellent oral and written communication skills
- Strong working knowledge of Microsoft Office products
- Experience with sales reporting tools such as Salesforce
- Valid Driver's License

Personal Characteristics:

- You have a passion for selling in your community, and you value the importance of strong, ongoing relationship with clients
- Strong interpersonal skills and ability to work with minimal supervision
- Detail oriented with experience multi-tasking and managing to deadlines
- Professional, diplomatic, tactful, resourceful and dependable
- Adaptable and flexible as this role will often require non-traditional hours and work inside and outside of the office

Full-time, Permanent

Salary: \$55,000.00-\$75,000.00 per year