

Director, Sales

FOX Sports – Impression Sports & Entertainment

Impression Sports & Entertainment (ISE), a division of Home Team Sports (HTS) and part of FOX Sports is searching for a Director of Sales to join their team in Denver. The position is responsible for generating revenue for the company and its clients by prospecting and selling fully integrated sponsorship platforms. ISE represents numerous sponsorship properties including major professional sports teams, collegiate properties, stadiums/arenas, event management groups, media outlets, and various properties across the sports & entertainment landscape.

A SNAPSHOT OF YOUR RESPONSIBILITIES

- Prospect, develop and sell fully integrated sponsorship platforms for ISE clients
- Focus on new business development - includes adding new clients to the ISE roster
- Work closely with Director of Client Services and other sales personnel on various projects
- Coordinate with other FOX Sports employees on various assignments (HTS, FOX Sports Collegiate Properties, etc.)

WHAT YOU WILL NEED

- Bachelor's degree required
- 8+ years of sports/entertainment sponsorship sales or sponsorship valuation
- Documented success in selling large sponsorship assets
- Must have strong corporate client relationships/network
- Outstanding written and verbal communication skills are extremely important
- Must be a self-starter and have a very strong work-ethic
- Ability to make high quantity of outbound sales calls is very necessary
- Entrepreneurial background is a plus