

**Kidspired Media**

Job Description

**Territory Manager – Sponsorship & Local Sales**

**Position Title:** Territory Manager – Sponsorship & Local Sales

**Position Status:** Full Time (One Position)

**Location:** Kitchener Waterloo (Tri-City Region)

**Reports To:** Vice President, Marketing

**About Our Company**: At Kidspired Media, we believe in the power of sports and its impact on children's lives. Our goal is to support community minor sport engagement, by connecting local businesses with club players, parents and coaches through team sponsorships and other marketing initiatives, that are ROI centric and create brand recall and loyalty.

If you want to work in the sports industry, make a meaningful difference in your community, we'd love to talk to you!

**Job Summary**: As the Territory Manager, you will manage a designated territory, including existing clients, and acquiring new sponsors to generate revenue for Kidspired and our club partners. This is an 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 operations support team
* Prepare contractual agreements for sponsors in accordance with company policy
* As a team player you are willing to share sales and sponsorship successes/challenges for the benefit and growth for the organization

**Knowledge and Skills:**

* Minimum 5 years’ experience in local sales is required
* Excellent oral and written communication skills (written and verbal)
* Proficient in Microsoft Office and Salesforce reporting tools
* Must have 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 may require non-traditional hours and work inside and outside of the home office

Full-time, Permanent

Compensation: $50,000 plus commission. As a top performing Territory Manager, you will make in excess of $70,000 annually.

We offer the chance to make a positive impact on children's lives through sports. If you are enthusiastic about sports and motivated to help us make a difference, please apply.