

UMBC | EVENT CENTER

Director of Corporate Sales OVG Facilities – UMBC Event Center

Full-time - Experienced

Categories: Sales

Required Education: 4 Year Degree

OVG Facilities has an opening for the Director of Corporate Sales for the new UMBC Event Center on the campus of University of Maryland Baltimore County. The Event Center is a 172,000 square foot multi-purpose facility located on campus adjacent to the UMBC Stadium Complex. The new facility hosts all UMBC NCAA athletic games for men's and women's basketball and women's volleyball, as well as provide a venue for a variety of events, such as commencement, concerts, family shows, featured speakers, and banquets.

The Director of Corporate Sales is responsible for overseeing and executing the advertising, sponsorship, and corporate partnership sales for OVG Facilities and UMBC Athletic Department. Basic functions include the extensive sales, development, and servicing of corporate sponsorship and partnerships while maintaining high levels of client service. This position will be responsible for prospecting, selling, cultivating and maintaining the corporate sponsorships, advertising and corporate partnerships for the UMBC Athletics and its facilities in both new and renewal business. It will also be responsible for overseeing, coordinating and executing all aspects of corporate partnership fulfillment

The ideal candidate will have:

- Extensive sponsorship sales experience – minimum of 3+ years in sales
- Preferably has advertiser contacts and relationships in the Baltimore/DC Markets
- Demonstrates or has prior advertising/sponsorship experience/knowledge of local corporate market and/or industry
- Previous experience in a similar working environment.
- Bachelor's degree from an accredited college or university or equivalent work experiences
- Proficiency with data processing and MS Office applications
- Ability to work nights, all events, weekends, events and holidays as required

Minimum Qualifications:

Minimum of three years of increasing responsibility in corporate sales.

Graduate of an accredited four-year college. Ability to work nights, weekends, holidays and irregular hours

Application Process:

Please email cover letter, resume, list of references, and salary requirements in confidence to:

Tiffany Sun

tsun@umbc.edu