

Event Sponsorship Sales Consultant

Do you have a passion for sales and love a challenge? Must be a dynamic, outgoing, self-motivated individual comfortable working independently with a proven record of developing corporate partnerships, either in event or sponsor sales, new business development or related areas.

This position will procure cash and in-kind sponsorships for the events at St. Joseph Catholic School – including an annual auction, The Vancouver Sausage Fest (a 30K person festival,) and a Casino night event.

RESPONSIBILITIES:

- Develop sponsorship opportunities for revenue generation within prescribed guidelines.
- Meet sponsorship sales targets
- Report to Event Manager the progress of all sponsorship projects on a weekly basis.
- Complete sponsorship deliverables to clients
- Build and maintain relationship with current and potential client base.
- Meet the standards of quality, quantity and timeliness within established guidelines.
- Meet all legal and policy requirements under Health & Safety Legislation.
- Adhere to all company and department policies.

QUALIFICATIONS:

- Customer Service Orientation; Teamwork and Collaboration; Adaptability; Initiative; Integrity; Individual Accountability; Operational Excellence.
- A creative, strategic and critical eye to overall sales approach and long-term planning.
- Experience creatively activating sponsorships on the ground
- Experience in events and non-profit preferred
- A proven sales record.
- Minimum grade 12 diploma.
- Excellent written and oral communication and presentation skills.
- Must be able to work well under pressure and be self-motivated.
- Must be a reliable and a conscientious worker.
- Microsoft Office and Windows competence and experience required.
- Travel will be required, consequently valid license and use of own vehicle is a prerequisite for this position.

As part of the recruitment process, the selected candidate will be required to provide employment references and successfully complete a background check which includes criminal checks.

PAY STRUCTURE:

Part-time -- 1099 Contract employee
Commission only

SUBMISSION:

Please submit a cover letter, resume and references to:
Courtney Givens
St. Joseph Catholic School
6500 Highland Drive
Vancouver, WA 98661

or by email to courtneyg@stjoevan.org.