

# Sales & Partnerships Manager

P3R is the engine behind Pittsburgh's greatest races. We strive to inspire any and all to move with us.

Best known for organizing the acclaimed annual DICK'S Sporting Goods Pittsburgh Marathon, P3R also organizes a variety of other high-quality races, training runs, and health and fitness programs throughout the Pittsburgh region.

The Sales and Partnerships Manager will report to the VP of Strategic Partnerships, and will focus on developing new sponsorship opportunities around all P3R events, including the DICK'S Sporting Goods Pittsburgh Marathon, the EQT Pittsburgh 10-Miler, the Fleet Feet Liberty Mile, and the GAP Trail Relay, presented by UPMC Health Plan – and all P3R partner events, as assigned. Sales ambition and detail-oriented thinking are critical skills for this position, as the role will focus on both developing new business, and fully activating event sponsorships.

## **Duties and responsibilities include but are not limited to:**

- Execute all aspects of the sales process to drive revenue through corporate partnerships
- Heavy emphasis on New Business prospecting, cultivating relationships, developing solutions, and negotiating deals
- Conducting discovery meetings with prospects and partners to gain critical insights that will drive proposal and solution development
- Think critically about our business and process, propose creative and new ideas that will enhance partnerships
- Identifies, solicits and secures new and existing sponsors to meet and exceed financial goals.
- Designs professional sales proposals/presentations for potential partners and current sponsors.
- Works in partnership with the Activation & Partnerships Manager to develop and cultivate expo vendors throughout the year.
- Establishes and builds working relationships with all current P3R sponsors and partners.
- Takes a solution-oriented approach to executing corporate partner activation plans.
- Works closely with the P3R Partnership Team to understand and execute corporate partner brand activation and event marketing plans throughout the year.
- Develops and executes yearly sponsorship kit wrap-up and overview to send to potential and current clients.
- Implements sponsorship deliverables in partnership with Activation & Partnerships Manager
- Ensures sponsorship payments requirements are met, as applicable.
- Works as a key part of the Partnerships Team to accomplish all team goals and OKRs.
- Manages all assigned projects from start to finish.
- Participates in brainstorming sessions with Partnerships Team and the broader organization.
- Attend all P3R events
- Other responsibilities as assigned

## **Required qualifications:**

- Passion for the mission of P3R
- Proven sales experience
- Outstanding customer service skills
- Detail oriented
- Outstanding interpersonal skills with ability to build relationships
- Excellent organizational and time management skills
- Excellent communication skills (verbal and written)
- Experience in event and project management
- Ability to work with a diverse workforce
- Proficient in MS Office, including PowerPoint

- Ability to work independently and within a team environment
- Enthusiastic with ability to influence others
- Bachelor's Degree
- Valid Driver's License
- While performing the duties of this job, the employee is regularly required to talk and hear. The employee frequently is required to stand, walk use hands to finger, handle or feel, and reach with hands and arms. The employee may occasionally lift up to 25 pounds.

**To Apply: Please send cover letter including salary requirements and resume to [HR@p3r.org](mailto:HR@p3r.org)**