

ABFF VENTURES LLC

EMPLOYMENT OPPORTUNITY

Position:	Director, Sponsorship Sales & Partnerships
Compensation:	Salary plus incentive compensation based on sales commission
Job Status:	Full-time
Benefits:	Medical and Dental
Start Date:	Flexible
Reporting to:	President
Location:	Los Angeles/New York

Description

ABFF Ventures (ABFFV) is looking for an executive to lead brand partnerships and drive revenue growth with existing clients and agencies as well as generate new business opportunities. The ideal candidate must have existing relationships with corporate brands, studios, and agencies as well as a proven track record of reaching and exceeding sales goals. As an event company, creativity and meticulous planning is necessary, this role requires an outside-the-box thinker and strategist with excellent communication and presentation skills. A team player and collaborator. ABFFV is committed to creating an inclusive space where employees are valued for their skills, experiences, and unique perspectives.

Responsibilities

- Identify, prioritize, and secure new business opportunities across all brand categories including technology, healthcare, entertainment, consumer goods, retail, wines, and spirits.
- Drive revenue for ABFFV by seeking partnerships with various direct clients and agencies.
- Create compelling sales materials utilizing internal and external data for respective properties.
- Develop and implement best practices for client management, interaction, sales, and services.
- Ensure that our clients receive the highest level of sales and operational customer service leading up to events, during and post.
- Update client on ABFFV events, the brand or company newsworthy announcements.
- Manage all partner communication as it relates to onsite activation, deliverables, and approvals.

Qualifications

- Minimum of 6+ years of management and experience in sales or advertising.
- Bachelor's degree
- Key executive and high-level client contacts.
- Skilled at developing pitch presentations and sales decks.
- Strong sales and negotiation skillset with ability to navigate large revenue deals.
- Demonstrated ability to build and drive revenue for company events.
- Experience working with multiple brands and clients simultaneously under demanding schedules.
- Proficient in PowerPoint, Photoshop and Excel.
- Excellent verbal, written and presentation skills.
- Well-versed in social media.
- Knowledgeable and passionate about Black culture and entertainment.
- Candidates will be required to give a sample sponsorship sales pitch of one of ABFF Ventures event properties.

ABOUT ABFF VENTURES

ABFF Ventures LLC (ABFFV) is an American entertainment company specializing in the production of live events that celebrate Black culture and achievement. ABFFV's tent-pole event properties include the prestigious **American Black Film Festival, ABFF Global Series, ABFF Comedy Festival, ABFF Honors**. The mission of the company is to curate live experiences and platforms that showcase Black talent and empower new voices in the arts and entertainment industry.

We offer a competitive salary commensurate with experience. Please email résumé, cover letter and salary requirements to: jobs@abffventures.com.