

ABFF VENTURES LLC

EMPLOYMENT OPPORTUNITY

Position:	Director, Sponsorship Sales & Account Management
Compensation:	Salary plus incentive compensation based on sales commission
Job Status:	Full-time
Benefits:	Medical, Dental, 401k plan
Start Date:	Immediately
Reporting to:	VP, Sponsorship Sales & Brand Development
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 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

- Proactively identify new business opportunities across all brand categories including technology, healthcare, entertainment, consumer goods, retail, wines, and spirits.
- Drive revenue growth for ABFFV by securing lead generated business with new and existing clients.
- Apply knowledge of ABFFV offerings, client goals/objectives, industry trends, etc. to develop strategic recommendations for revenue growth.
- Conceptualize and create stylized pitch decks and proposals for prospective and incumbent clients.
- Manage client relationships and accounts with internal and external teams to ensure the highest level of service.
- Oversee client activations, including custom creative buildouts, set up of assets, and development of program timelines to ensure a seamless execution.

- Work with across teams to develop and manage client roadmap outlining program activation.

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.