

ABFF VENTURES LLC

EMPLOYMENT OPPORTUNITY

Position:	Sr. Manager, Sponsorship Sales
Compensation:	Salary plus incentive compensation based on sales commission
Job Status:	Full-time
Benefits:	Medical and Dental
Start Date:	January 2022
Reporting to:	President & General Manager
Location:	Los Angeles/Burbank area

Job Description

We are looking for a dynamic, polished, and self-motivated professional with a proven track record in the event sponsorship sales arena. A can-do attitude towards selling, account service and relationship management is a must. The ideal candidate will have existing relationships with corporate brands and media agency decision-makers, as well as persuasive selling skills, meticulous planning, and client roster development.

Primary Responsibilities & Duties

- Secure new sponsorship for ABFF Ventures LLC's tent-pole event properties, including the *American Black Film Festival*, *ABFF London Film Festival*, *ABFF Comedy Festival* and *ABFF Honors*.
- Develop highly stylized sales decks and presentations.
- Manage client relationships through the sales process, contracting and invoicing to the complete execution of the program, including performance assessments.
- Devise innovative ways to upsell existing clients and further monetize company properties.
- Build and maintain an active database of potential and existing clients across various industries, including technology, healthcare, entertainment, consumer goods, retail, wines and spirits.
- Work in a highly collaborative manner with all company employees and external partners.

Required Qualifications

- Minimum of 5-7 years of experience in event sponsorship/media sales or advertising.
- Bachelor's degree in Business, Communications, Marketing and/or related fields.
- Skilled at developing pitch presentations and sponsorship decks.
- Strong sales and project management abilities; capable of prioritizing and handling multiple endeavors and clients simultaneously under demanding and tight time constraints.
- Ability to multitask and manage time efficiently.
- Experience working in an environment where corporate protocol is a must.
- Expected to be a team player who understands the importance of both individual and team performance.

- 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. Its mission is to curate experiences and platforms that showcase Black talent and empower new voices in the arts and entertainment industry.

In creating ABFF Ventures, Founder & CEO Jeff Friday channeled his passion for Black culture as well as his discomfort with the marginalization and underrepresentation of people of color in the entertainment business into an organization committed to advocating for diversity within the industry. Through his vision and perseverance, the company has an impressive legacy in Hollywood, having earned a tremendous amount of goodwill within the talent and corporate communities. The company's tent-pole property is the American Black Film Festival (ABFF), which was founded in 1997 and today is widely considered the preeminent event of its kind in the world.

ABFFV's momentum continues to build. In 2019, the company expanded its international footprint with the highly successful launch of ABFF London, a European spinoff of its domestic film festival. In addition, the National Museum of African American History and Culture (NMAAHC) in Washington, D.C., acquired photographs and other archival materials from the film festival to be included in its permanent collection.

In 2020, in response to the global COVID-19 crisis, the company launched ABFF Play, a customize digital platform to host its events virtually. In 2021, the company launched the ABFF Comedy Festival, an event dedicated to empowering Black and Brown comedians and comedy writers.

With the support of its global community of fans and vast network of corporate partners, ABFFV continues to lead the way promoting diversity and inclusion, helping to open doors to opportunities in the motion picture and television industries.

We offer a competitive salary commensurate with experience. Please email résumé, cover letter and salary requirements to: jobs@abffventures.com. Candidates must be fully vaccinated for COVID-19