



Position: Advertising Sales Representative (Part-Time or Full-Time)

Reports to: Marketing Communications Manager

Company Overview:

Victory Park Ohio (VPO) is a 60+ acre multi-sport and entertainment complex hosting numerous leagues, tournaments, and social events each year. Our grounds feature eight professionally-lighted baseball/softball fields, four sand volleyball courts, and seven multi-purpose fields. Our two-story restaurant & Bar Victory Grille opened in Spring 2020.

Our unique North Ridgeville facility is conveniently located just minutes from both the Ohio Turnpike and I-480.

Our vision is to transform Victory Park Ohio into a major special event facility. We currently have three special events lined up for the year, each featuring a different theme and directed towards various target audiences.

Job Description:

If you have a passion for sports and would like to have the flexibility to work your own hours, we'd like to talk with you! We are seeking a highly motivated, self-sufficient Advertising Sales Representative to prospect and call upon Lorain County businesses to achieve specific advertising and sponsorship opportunities to benefit Victory Park Ohio. The position is 25% commission based. Set your own goals- this position is what you make of it!

Responsibilities Include:

- Prospect and sell customized advertising and sponsorship opportunities in support of Victory Park Ohio, online opportunities, as well as special events.
- Develop packages that meet the needs and goals of the sponsor/advertiser
- Work in collaboration with the Marketing Director and/or Managing Partner for any special presentations to make sure sponsor/advertiser needs and expectations are met
- Willingness to prospect, cold call, and set appointments to find new Lorain Country businesses
- Continually builds and maintains mutually sustainable relationships with clients
- Provide monthly sales updates to VPO team
- A clear understanding of what Victory Park Ohio is and wants to achieve
- Performs other duties as required

Requirements:

- Familiar with Microsoft Office and able to perform basic computer and technological skills
- Must provide own transportation to and from any meetings
- Self-starter, independent worker; able to see projects through to completion without supervision
- Possesses leadership qualities to drive accountability and operate with integrity
- Ability to work with minimal supervision while maintaining focus and productivity to meet any deadlines
- Time management and organizational skills to maximize efficiency
- Ability to communicate clearly, both verbally and in written form
- Attention to detail
- Can be adaptable to any situation that may arise
- Possesses strong work ethic
- Goal driven
- Maintains positive attitude

Experience:

- High School Diploma. Bachelor's Degree preferred.
- 2-5 years' experience in advertising sales

Please send your resume to cangie@victoryparkohio.com for consideration.