



Director of Corporate Partnerships & Sponsorships

(Independent Contractor)

Compensation

- 15% Commission on New Sponsorship Revenue
- Performance Bonuses

Purpose

Lead all corporate partnership and sponsorship revenue efforts for TLH Reckoning.

This individual serves as the primary relationship-builder between TLH Reckoning and the business community – local and national.

The Director of Corporate Partnerships is responsible for identifying, cultivating, negotiating, and closing sponsorship agreements while creating long-term partnerships that support the club's growth and mission.

Primary Responsibilities

Sponsorship Sales

- Prospect local, regional, and national businesses
- Conduct sponsorship presentations
- Build customized partnership packages
- Negotiate sponsorship agreements
- Renew existing sponsorships
- Create multi-year sponsorship commitments

Inventory Development

Sell sponsorship opportunities including:

- Jersey sponsorships
- Training kit sponsorships
- Stadium signage
- Match sponsorships
- Community impact programs
- Academy sponsorships
- Camps and clinics



- Corporate hospitality
- Digital advertising
- Broadcast sponsorships
- Naming rights opportunities

Relationship Management

- Maintain sponsor relationships
- Deliver sponsor benefits
- Attend networking events
- Represent TLH Reckoning in the community

Team Leadership

- Recruit volunteer sponsorship ambassadors
- Recruit sales and activation interns
- Manage sponsorship sales pipeline