



Job Description

Title:	Sponsor/Sales Representative
Reports To:	VP, Philanthropy
Hours:	Part time position with some evenings and weekends required

Description:

The Sponsorship/Sales Representative is responsible for raising money through the solutions sales of Sponsorships/Sales opportunities by strategically and creatively targeting companies, organizations and associations. The Sponsorship/Sales Representative creates sponsorship packages according to 9Health specifications. This position is suited to a self-motivated professional with a high level of integrity, and who can confidently work with a variety of people from different cultures and backgrounds. Diplomacy, tact and a sense of humor are important to the success of this person. Strong commitment to community and the integrity of the 9Health brand is requisite.

Responsibilities:

- Develop and sell Sponsorship/other Sales packages to businesses/organizations that want to showcase their product or service in association with 9Health.
- Research and develop a pipeline of potential Sponsors fitting with the ethos/mission/culture of 9Health
- Develop and maintain relationships with existing and potential Sponsorship/Sales clients
- Assists Philanthropy and Communications departments in fulfillment of Sponsor/Sales packages
- Produce monthly pipeline reports and track measures toward successful close of Sponsorship/Sales opportunities

Qualifications

Previous sales experience required
Sales or marketing degree preferred

Strong negotiation and clear communication skills, both written and verbal.
Excellent computer skills, specifically MS Office products. Strong attention to detail and accuracy, the ability to prioritize and organize multiple projects, meet deadlines, problem-solve, and multi-task.
Significant prospect research experience.
Ability to build rapport with donors, volunteers, and the public with diplomacy, discretion, and customer-service orientation

Additional Information:

This is a contract position with compensation commensurate with experience.
Business casual environment
Increased hours, as needed during peak health fair season in Spring and Fall

Cover letter and applications can be submitted to melanie.zeitler@9healthfair.org. No phone calls please.