



Job Title: Manager of Sponsorship Sales

Location: National Thoroughbred League Las Vegas Headquarters or Remote

Reports To: Chief Marketing Officer

The National Thoroughbred League is looking is looking for a dynamic salesperson to serve as manager of sponsorship sales.

The Mission of the NTL is to deliver the greatest sports and entertainment experience in the world. We bring joy, energy and excitement through our league of NTL teams. Safety of horses, jockeys and all participants is our priority. And innovation, inclusivity and sustainability are the core drivers of our future growth and value in the horse racing industry. The Value of the NTL are:

Passion: The National Thoroughbred League is driven by a passion for horse racing and a deep commitment to creating unforgettable experiences for its fans and stakeholders.

Excellence: The league is dedicated to achieving excellence in all aspects of its operations, from event management to marketing to innovation.

Teamwork, Respect, and Safety: NTL fosters a culture of teamwork and respect among its employees, participants, and partners. The league prioritizes the safety and well-being of horses, jockeys, and all individuals involved in its events.

Inclusivity and Community: NTL embraces diversity and inclusivity, striving to create a welcoming environment for all fans, participants, and stakeholders. The league actively engages with local communities and supports initiatives that promote the growth and sustainability of the horse racing industry.

Job Description and Responsibilities

Job Location: Las Vegas or Remote
Developing and implementing sales strategies to increase revenue through sponsorships, partnerships, and advertising opportunities.

- Identifying and targeting potential sponsors and partners that align with the league's brand and values.
- Negotiating and finalizing sponsorship agreements, contracts, and partnerships.
- Managing relationships with sponsors and partners to ensure their needs are met and expectations are exceeded.
- Creating and delivering sales presentations and proposals to potential sponsors and partners.



- Monitoring and analyzing sales data and trends to identify opportunities for growth and improvement.
- Collaborating with other departments within the league, such as marketing, events, and operations, to ensure sales and sponsorship goals are met.
- Attending events, meetings, and conferences to network and build relationships with potential sponsors and partners.
- Managing a team of sales and sponsorship professionals, providing guidance, support, and training to help them succeed in their roles.
- Staying current on industry trends, best practices, and competitor activities to remain competitive and innovative in the sales and sponsorship market.

Requirements:

- At least 2-3 years of experience in sponsorship sales.
- Expertise in sports, horse racing, and consumer-focused or brand-focused businesses is a plus.

Benefits:

- Competitive compensation package
- Ability to work remotely.
- Four Weeks PTO
- Home office setup
- Wellness Reimbursement

To Apply: Email HR@NTL.Racing

Additional Information

NTL provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.

This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.