



Director of Sponsorship Sales

KENTUCKY EXPOSITION CENTER

937 Phillips Ln
Louisville, KY 40209
Phone: 502.367.5000

KENTUCKY INTERNATIONAL CONVENTION CENTER

221 S Fourth St
Louisville, KY 40202
Phone: 502.595.4381

www.kyvenues.com

Salary: Open
Work Schedule: Full-time
Work Address: Kentucky Exposition Center
937 Phillips Ln, Louisville, Kentucky 40209

Kentucky Venues consists of two major convention and exposition facilities—the Kentucky Exposition Center and the Kentucky International Convention Center — serving regional, national and international clients. Governed by the Kentucky State Fair Board, Kentucky Venues annually hosts over 300 events attracting over 2.3 million customers a year. Kentucky Venues focuses on venues, entertainment, events and agriculture, and produces signature events including the Kentucky State Fair, World’s Championship Horse Show, National Farm Machinery Show, Championship Tractor Pull, North American International Livestock Exposition, North American Championship Rodeo and All-In Hoopfest.

Job Description:

Kentucky Venues has a wonderful opportunity for the position of Director of Sponsorship Sales. This person will be a key staff member responsible for sponsorship sales for Kentucky Venues, including partnerships and event sponsorships. The Director of Sponsorship Sales will identify and qualify sponsor sales leads, maintain current sponsors and partners, and develop new business.

Work schedule can include nights, weekends and holidays as event schedules require. Benefits include health insurance, life insurance, paid leave, and state employee pension.

Essential duties:

- Schedule and conduct meetings with new and existing clients
- Negotiate sponsorship contracts
- Maintain accurate contract records
- Grow revenues through increased sponsorship sales
- Work with current sponsorship sales team to enhance sponsorship revenues

Requirements:

- Highly motivated, resourceful and goal-oriented individual
- Excellent verbal and written communication skills
- Excellent interpersonal skills to build and maintain relationships
- Proficient in Microsoft Office and comfortable adapting to web-based applications and software
- Professional appearance and manner
- Minimum three years of sales experience
- Preferably minimum of two years of sponsorship sales experience

Applicants and employees in this job title may be required to submit to a criminal background check.

Contact Information:

Interested applicants should send a cover letter, résumé, and at least 3 professional references to:

Kentucky Venues
Paul Herberg, HR Director
P.O. Box 37130
Louisville, KY 40233-7130

or via email: paul.herberg@kyvenues.com

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