



Sponsorship Manager

Position Announcement

Job Summary

Explore Bike Share is hiring a new Sponsorship Manager. Ideal candidates must be energetic, enthusiastic, and eager to increase customer and corporate relationship growth. The successful candidate for this role will be a multi-tasker who thrives in a fast-paced environment, and stands ready to exceed expectations. Candidates should possess excellent customer service skills and a keen attention to detail with a strong desire to win. Sponsorship and Employee Benefits Program sales are critical to the ongoing success of Explore Bike Share.

Responsibilities and Duties

- Recruit new sponsors and engage existing sponsors to utilize their bike share benefits
- Develop client and corporate relationships as a means of growing ridership
- Manage a fast pace to help maximize sales and sponsor loyalty
- Maintain a positive attitude at all times
- Prepare and deliver frequent sponsor reports and metrics, and identify improvement opportunities
- Promote the company values and adhere to standards of ethics and conduct
- Demonstrate adaptability and promote continuous learning
- Work collaboratively with management team and company partners

Skills and Qualifications

- Ability to sell sponsorships to a diverse audience of organizations and prospects
- Ability to problem solve and tackle obstacles head-on
- Ability to multi-task and complete all tasks with excellence
- Ability to thrive in an environment that supports learning, innovation, and intelligent risk-taking
- Ability to remain professional and courteous with customers at all times
- Ability to ride a bicycle and electric, pedal-assist bicycle
- Ability to show resilience in the face of setbacks
- Ability to work in a collaborative and team-oriented environment
- Availability to work weekends, holidays and some evenings
- Bachelor's degree in business, communications, or related field, OR four years of experience in sales
- One or more years of sales experience in customer, business to business, and/or sponsorship sales
- Strong desire to contribute to the success of Explore Bike Share

Compensation and Benefits

- Health benefits include medical, vision and dental coverage (100% employer-paid)
- Financial benefits include 401(k) and life insurance
- Paid time off include PTO, parental and family care, bereavement, jury and voting leave
- Additional benefits include short-term and long-term disability, and company discounts
- Annual Salary: \$60,000
- Additional compensation includes annual bonus based on performance (KPIs)



This is a full-time, salaried position requiring 40 hours per week (Monday through Friday), and overtime-exempt under the Fair Labor Standards Act and applicable Tennessee law.

Application

To apply, please submit your resume and letter of interest to jobs@explorebikeshare.com. Applications will be accepted beginning on November 20, 2024 and reviewed in the order received until the position is filled.

Explore Bike Share is an equal opportunity employer, and discrimination based on race, color, religion, sex (including pregnancy, sexual orientation, or gender identity), national origin, disability, age (40 or older) or genetic information (including family history) is illegal and will not be tolerated in employment or recruitment as protected under applicable federal, state, or local laws.

About Explore Bike Share

Explore Bike Share is a registered 501(c)3 nonprofit organization that provides a bike-sharing mobility network for the benefit of all Memphians, promotes bike culture in Memphis through community development, education and safety, and encourages exercise and healthy lifestyles.