



ABFF Ventures, LLC

LOS ANGELES  
6600 Sunset Boulevard  
Suite 316  
Los Angeles, CA 90028  
Phone 323.513.6298

## EMPLOYMENT OPPORTUNITY

<b>Position:</b>	<b>Director of Sponsorship Sales</b>
<b>Compensation:</b>	Commensurate with experience. Incentive compensation based on commission of new sponsorship revenue directly secured by employee
<b>Job Status:</b>	Fulltime
<b>Benefits:</b>	Medical and Dental
<b>Start Date:</b>	October 2018
<b>Reporting to:</b>	Founder & CEO
<b>Location:</b>	Los Angeles. Travel required

### **Job Description**

We are looking for a dynamic, self-motivated individual with a proven track record for generating new business or of sponsorship media and sales or and who demonstrates a can-do attitude towards selling, account service and relationship management. An ideal candidate will have existing relationships with corporate brands and media agency decision-makers, persuasive selling skills, meticulous planning, pipeline management and client roster development.

### **Primary Responsibilities & Duties**

- Secure new sponsorship and advertising revenue in support of the company's tentpole experiential and television properties (i.e. American Black Film Festival).
- Devise innovative ways to upsell existing clients and further monetize company properties.
- Build and maintain an active database of potential and existing clients across various industries including technology, healthcare, entertainment, consumer goods, retail, wines and spirits.
- Research and share the latest information in media and marketing to develop new and innovative opportunities for the company.
- Work in a collaborative manner with all company employees and external partners.
- Manage overall client relationships through the sales process, contracting, invoicing to the complete execution of the program, including performance assessments.
- Manage sponsorship materials and maintain portal with all documentation including contacts, agreements, both active and inactive.

### **Required Qualifications**

- Experience with working in an environment where corporate protocol is a must.
- Minimum of 5 years of experience in event sponsorship/media sales or advertising.
- Bachelor's Degree in Marketing, Advertising or related fields.
- Skilled at developing pitch presentations and sponsorship decks.
- Strong sales and project management abilities; capable of prioritizing and handling multiple endeavors and clients simultaneously under demanding and tight time constraints.
- Ability to multi-task and manage time efficiently.
- A team player who understands the importance of both individual and team performance.
- Proficient in PowerPoint, Photoshop and Excel skills.
- Excellent verbal, written and presentation skills.
- Well-versed in technology and social media.
- Knowledgeable and passionate about Black culture and entertainment.

### **ABOUT ABFF VENTURES**

ABFF Ventures L.L.C. (ABFFV) is a leading entertainment company producing live events, film and television primarily targeted towards African American audiences. The company is a joint venture between Film Life Inc. and Black Enterprise, two prominent media and event companies, each with legacies of showcasing the best of African American culture and achievement. The mission of ABFF Ventures is to produce global platforms that showcase the work of people of African heritage and promote camaraderie among multicultural artists in Hollywood. Its tentpole properties are the **American Black Film Festival**(ABFF), cited by *MovieMaker* magazine as “One of the Coolest Festivals in the World,” and **ABFF Honors**, an award season gala saluting excellence in Hollywood. Together, they represent two of the most prestigious events in the Black community and parallel the *Sundance Film Festival* and the *Golden Globes*.

Headquartered in Los Angeles, ABFFV was formed to widen the global footprint of the American Black Film Festival brand and stimulate business growth through expansion into other events and content production. Jeff Friday is the Company's Founder/CEO.

**We offer a competitive salary commensurate with experience. Please email résumé, cover letter and salary requirements to: [jobs@abffventures.com](mailto:jobs@abffventures.com)**