



ABFF Ventures, LLC

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

## EMPLOYMENT OPPORTUNITY

<b>Position:</b>	<b>Manager, 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>	January 2020
<b>Reporting to:</b>	Founder & CEO
<b>Location:</b>	Los Angeles

### **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 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 3-5 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 LLC (ABFFV) is a Los Angeles-based entertainment company founded by Jeff Friday as a platform to produce live events, television and film focused on African American culture. Its mission is to entertain and inspire communities of color while promoting diversity and inclusion in Hollywood.

Its tent-pole 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 annual awards ceremony saluting career achievement in film and television. In creating ABFF Ventures, CEO Jeff Friday channeled his passion for entertainment as well as his discomfort with the under-representation of people of color in Hollywood to create an organization with the ultimate goal of advocating for diversity within the industry. Through his vision and perseverance, ABFFV has become a highly respected enterprise, generating goodwill throughout the Hollywood and corporate communities.

ABFF's momentum continues to build. In 2019, the company expanded its international footprint with the highly successful launch of ABFF London as part of its Global Film Series. In addition, the National Museum of African American History and Culture (NMAAHC) in Washington, D.C., has acquired ABFF photographs and other archival materials to be included in its permanent collection.

With the support of major entertainment, media and consumer product companies, the ABFF continues to lead the way promoting diversity and inclusion, helping to open doors to opportunities in the motion picture and television industries.

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