

# U90C SPORTS

## Employment Forms - Internship

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**Position Title:** Sponsorship Sales in Sports Intern

**Organization Name:** U90C SPORTS ([www.U90C.com](http://www.U90C.com))

**Work Schedule:** Internship, flexible hours, on-site and off-site training / experience

**Hours per Week:** 20-30 hours per week

**Wage:** Internship for credit / compensation open for consideration

**Position Start Date:** Fall: Aug. – Dec. (applications accepted May-Aug.) Spring: Jan.-May (applications accepted Oct.-Dec.)  
Summer: May – Aug. (applications accepted March-May)

**Position End Date:** Open and continuous

**Supervisor:** Director of Marketing / Sponsorship Sales Manager / President

**Position Description:** U90C is seeking an independent organized person with a strong sense of personal accountability who enjoys working in a busy, results driven environment in the Youth Sports / Event Management industry. Strong personal credibility allows you to easily build solid and collaborative working relationships (internal and external), remain calm in crisis and make good judgement calls in a variety of situations while multi-tasking

Duties / Activities include:

- Assist Sponsorship Sales Manager in execution of sponsorship sales strategies
- Coordinate the activation of sponsorships for U90C Sports and all its product categories
- Assist in preparation of proposals, including formatting proposal documents, assembling complex proposal packages, prospect tracking, and coordinating delivery of assets
- Initiate, develop, and provide pitch support for U90C sponsorship programs to targeted companies and agencies
- Scrub U90C Sports historical CRM data for potential sponsorship lead prospects
- Partner with Marketing Director & Sponsorship Sales Manager to foster a fun, competitive, results centered and engaged sales culture/environment
- Build strong working relationships internally and externally to promote an integrated sales and communications strategy for all U90C products and brands
- A reputation as a "go-getter"

- Qualifications:**
- Must be at least 18 years of age and enrolled in your sophomore, junior or senior year at an accredited college or university
  - Study focus in business management, business administration, marketing or sports management a plus
  - Approval from college / university for internship program
  - Understanding of social media platforms and appropriate use in a business setting
  - Knowledge of and passion for soccer a plus
  - Able to maintain confidentiality and use discretion when privy to sensitive information
  - Interact in a professional, enthusiastic, energetic and outgoing manner with management, clients and consumers in any setting / environment
  - Attention to detail, strong organizational ability; ability to work under pressure amid distractions and interruptions
  - Able to work independently and as a motivated team player
  - Ability to work weekends
  - Desire to play an active role in the sponsorships category of Youth Sports / Event Management industry in a fun, entrepreneurial environment



**More about this position:** • Our intern position is a 'hybrid' model. We do pay for hours worked during an actual event (approx. 30 hours per event), the 'office hours' also go towards the earned credit but are non-compensated.

**Learning Benefits /** • Experience on-the-job training experience under the direction of sport management professionals.

**Education Credits:** • Apply sport management industry specific knowledge to professional practice.

- Identify areas of interest within the sport management industry.
- Identify the proper channels of communication within the specific organization.
- Practice decision-making through testing theories and ideas, in accordance with stated policies of the organization.
- Gain administrative experience in a sport management setting.
- Develop professional communication skills.
- Identify the qualities inherent to working successfully with coworkers and clients.
- Hands-on learning opportunity(s) relevant to the Youth Sports Industry.
- Gain the experience / knowledge in succeeding in a 'start-up' environment as an individual contributor in a team environment by multi-tasking to accomplish stated goals (individual & organizational).