



**ALL AMERICAN GAMES**

100 FORGE WAY • ROCKAWAY, NJ 07866 • 973.366.8448

All American Games is seeking an entry-level **Account Executive** within the **Marketing Partnerships Department**.

For 16 years, All American Games, has owned and operated major prep and youth national events; including the U.S. Army All-American Bowl, which has produced over 300 NFL players including Andrew Luck, Adrian Peterson and Odell Beckham. Between the events during the U.S. Army Bowl Week and other national events, we engage nearly 225,000 spectators and participants in addition to the 5+ million viewers who watch on NBC and ESPN3 annually.

Reporting to the VP, Marketing & Corporate Partnerships, the coordinator's responsibilities include the service and sales of marketing partnerships, marketing and promotion development for new initiatives, assisting with event logistics for our entire national event portfolio and serving as the key department administrator.

#### Essential Duties:

- Responsible for prospecting and selling marketing partnerships for all events through outbound calls or appointments
- Assist with client services and contract fulfillment
- Develop new ideas/promotions/initiatives that help drive the mission of AAG's properties
- Responsible for the entire sales process, activation and renewal
- Develop and consistently grow a database comprised of businesses through various research methods or professional networking efforts
- Work closely with sales and marketing departments to develop compelling sales programs and components focused on long-term business sustainability
- Maintain a database of contacts and sales progression using Salesforce
- Serve as central communicator between marketing partnerships, creative services, sales and communications departments

#### Requirements:

- Bachelor's degree in related discipline
- 1-2 years of related experience
- Strong organizational and time management skills with ability to multi-task and meet strict deadlines
- Outgoing, personable and energetic with a customer service-minded attitude

#### Compensation:

- Base salary plus commission based on overall sales
- Health benefits and 401k matching available

Travel: Required  
Employment: Full time  
Office Location: Rockaway, NJ