

Job Opportunity: Manager, Partnership Development



GREEN SAVOREE RACING PROMOTIONS

Green Savoree Racing Promotions, II, LLC (“GSRP”) is an Indianapolis-based motorsports event ownership and management company whose subsidiaries (“GSRPS”) own, operate and promote race properties in Lexington, Ohio, home of Mid-Ohio Sports Car Course and The Mid-Ohio School, Portland, Oregon, St. Petersburg, Florida, and Toronto, Ontario, Canada. These events provide a festival experience and showcase some of the most exciting racing series in the world including the NTT INDYCAR SERIES, the Road to Indy Presented by Cooper Tires open-wheel development series, NASCAR Xfinity Series, NASCAR Camping World Truck Series, IMSA WeatherTech SportsCar Championship, ARCA Menards Series and more. In working together since 1993, co-owners Kim Green and Kevin Savoree have won four INDYCAR championships, three Indianapolis 500 races and the 12 Hours of Sebring as team principals and established the first INDYCAR street race in 2004. More information about the company, its subsidiaries, and these events is available on the event websites at gpstpete.com, hondaindy.com, midohio.com and portlandgp.com.



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OVERVIEW

Title: Manager, Partnership Development

Location*: Carmel, IN
Lexington, OH
Portland, OR
St. Petersburg, FL

* One (1) position is available amongst all listed locations

Position Type: Full Time - Employee

Application Deadline: December 12, 2021

Ideal Start Date: January 2022

RESPONSIBILITIES

- Proactively research and generate new corporate sponsor, hospitality and exhibitor business for GSRPS' properties
- Create compelling sales programs specific to the goals of prospective clients
- Responsible for managing partnership accounts, including execution of contractual obligations and fulfillment with minimal supervision
- Develop, maintain and build on relationships with existing clients
- Meet or exceed sales targets as challenged by Leadership, update sales reports and participate in sales meetings
- Work cooperatively with sales, operations and marketing teams as required

- Support special assignments as requested by Leadership
- Generate post-event reports and analysis to share with Leadership and Partners
- Motivated to problem solve by investigating, developing solutions and preparing reports to make recommendations for future improvements
- Daily tasks include, but are not limited to: sales prospecting & calls, database management, event planning/management, meeting participation, and general office duties

QUALIFICATIONS

- Bachelor's degree in business, sport management or equivalent
- Minimum of 2 years experience working in sales, preferably within sport, entertainment and/or hospitality
- Experience in building successful partnership concepts and programs
- Strong communication, relationship management & presentation skills
- Excellent time management and organizational skills
- Ability to work as part of a team to collaborate and achieve overall goals and targets
- Capable of working independently, ability to self-motivate and work well with minimal supervision
- Capacity to work flexible hours in a fast-paced environment
- Proficient with sales related computer software (Google Workspace, MS-Office, Adobe)
- Must be available to work Event weekends and be willing to travel as requested
- Must carry a valid driver's license and passport- with the ability to travel to Canada as needed
- Motorsport knowledge is considered to be an asset

CONTACT

Green Savoree Racing Promotions
 10439 Commerce Drive, #100
 Carmel, Indiana 46032
 Email: partnership@greensavoree.com

Please forward cover letter and resume by email to the above contact by December 12, 2021.

GSRP AND GSRPS thank all applicants, but only those selected for an interview will be contacted.

EMPLOYMENT PRACTICES

GSRP and GSRPS are equal opportunity employers. We do not discriminate against any applicant for employment or any employee because of age, sex, sexual orientation, disability, national origin, race, color, religion, pregnancy, veteran status, or any other protected characteristic as outlined by federal, state or local laws.

This policy applies to all employment practices within our organization. We make hiring decisions based solely on qualifications, merit and business needs.