

Title: Sports Partnerships Manager

Location: South Africa,

The Role:

Roc Nation, a Live Nation joint venture, is seeking a Sports Partnerships Manager for Roc Nation Sports International. This role will report to the MD in Africa. The position is based in South Africa and will play a critical role in the future growth and success of the most influential sports and entertainment agency in the world – Roc Nation. The successful candidate will be a hands-on, highly motivated individual who functions with confidence and expertise in a fast-paced and rapidly changing business environment.

Responsibilities:

- Lead and drive partnership and business development strategies to increase revenue.
- Structure, negotiate, and close new partnership deals.
- Manage and grow existing relationships with partners to maximize value on all sides.
- Prioritize and manage multiple sales prospects simultaneously and follow up on pitches in a timely manner.
- Manage client's overall expectations and provide continuously holistic context to the progress made.
- Create and develop new platforms for Partners to brand, engage, and activate.
- Examine industry-wide best practices and new ideas for implementation.
- In partnership with marketing, create product marketing strategy to establish Roc Nation as a thought leader and go-to partner.
- Work with internal and external agencies to identify new business opportunities.
- Actively participate in agency brainstorm sessions, on topics and clients, throughout the organization
- Other duties as assigned.

Qualifications:

- Business degree with 5+ years of strategic, consumer-driven marketing experience.
- Experience with or understanding of diverse African markets and the ability to integrate this knowledge into effective, Pan-African partnership strategies.
- Prior experience in sales, promotions, and marketing is required.
- Must have strong organizational skills.
- Clear understanding of the sports business landscape and media marketplace
- Ability to translate consumer insights and market trends into business strategies.

- Strong problem solving/analytical skills with a solution-oriented attitude.
- Great leadership skills with experience leading cross-functional teams
- Excellent oral and written presentation/” storytelling” skills
- Strong preference for a candidate to have global marketing strategy experience and solid financial planning acumen.
- Proven track record in the utilization of a CRM system to help deliver against specific business objectives.
- Must be highly organized with the ability to multi-task and manage business relationships in a professional and confidential manner.
- Ability to work nights/weekends/flexible schedule.