

**Ellis Park**

JOB TITLE: Director of Sponsorships License –  
JOB CODE: EEO -  
DEPT. CODE: EXEMPT  
SALARY: ORG. CHART – Marketing  
# OF FTE'S: 1

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SUPERVISES: N/A  
REPORTS TO:  
EDUCATION: College degree in Marketing or related field preferred.  
EXPERIENCE: One (1) to five (5) years in related field. Sales experience preferred. Must be proficient with MS Office programs.  
SCHEDULE REQUIREMENTS: Required to work flexible hours, including holidays and weekends as needed.

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**JOB RESPONSIBILITIES:**

- Selling year-round and seasonal sponsorships to local businesses..
- Maintaining and developing relationships with current and past Ellis Park clients.
- Oversees all cash sponsorship sales and trade.
- Creatively seek new ways businesses can advertise during the Ellis Park Live Racing Season and throughout the entire year.
- Organize and update the corporate sales spreadsheet.
- Work with Ellis Park coworkers to see that sponsorships are fulfilled.
- Assist the marketing department plan and execute theme days and other promotional activities.
- Performs all duties as assigned.

**Other:**

- Able to stand and walk for up to 8 -10 hours.
- Reliable transportation.

This job description is not an exclusive or exhaustive list of all job functions that an employee in this position may be asked to perform from time to time.