

Director, Business Development



U.S. FIGURE SKATING

U.S. Figure Skating, the National Governing Body (NGB) for the sport of figure skating, located in Colorado Springs, Colorado. U.S. Figure Skating is a member of the United States Olympic and Paralympic Committee (USOPC) and the International Skating Union (ISU).

U.S. Figure Skating is an Equal Opportunity Employer and does not discriminate based on race, color, religion, national origin, gender, gender identity or expression, sexual orientation, age, disability, or any other status or characteristic protected by law or regulation. We are committed to building and sustaining a diverse team by maintaining hiring and recruiting processes that are free from bias.

Don't Meet Every Requirement? If you are excited about this role but your experience does not align perfectly with every qualification in the job description, we encourage you to apply anyway. Your unique combination of passion, skills and experience could make you the right candidate for this role.

POSITION DESCRIPTION

The Director, Business Development is a results-oriented sales professional who generates revenue through initiatives that amplify U.S. Figure Skating at all levels of the sport. This position is committed to supporting the business development strategy by prospecting and achieving corporate partner relationships, increasing organizational revenue and market visibility, and meeting and exceeding defined sales targets. The Director will strategize and maximize ticket sales for all owned events and will work to expand event attendance with the goal of building and solidifying our sport with a growing fanbase. This role provides excellent customer service to all stakeholders and amplifies opportunities for U.S. Figure Skating to achieve the goals of our Strategic Plan.

DUTIES AND RESPONSIBILITIES INCLUDE

- Develop and execute sales strategies to achieve organizational revenue goals by identifying new sales opportunities and retaining and growing existing partnerships.
- Meet or exceed assigned sales goals by developing and selling creative partnership packages that help to yield consistent, long-term partnerships.
- Research and build relationships with local, regional, and national companies/brands to highlight the advantages of investing in U.S. Figure Skating.
- Execute the entirety of the sales process: prospecting, building/presenting sales presentations and end-of-year recaps, creating proposals, creating/negotiating contracts, upselling/renewing current partners, and other key aspects of the sales process.
- Work with local organizing committees to establish a sales pipeline for local, national, and regional corporate partnership and sales opportunities.
- Oversee agency partners and independent contractors.
- Expand the brand profile and reach of organization.
- Enhance and generate revenue through ticket packages for major owned events, including the sale and strategy of all session tickets, group sales, single session ticket sales, and community tickets.

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- Create ticket sales campaigns and initiatives to increase attendance, enhance fan engagement and engage communities.
- Work with the Sr. Director, Events to establish ticket pricing and venue layouts.
- Manage Coordinator, Partnership Marketing and ensure the fulfillment of all agreements
- Establish and manage department P&L to ensure accuracy and year-to-date tracking.
- Work to enhance an environment focused on collaboration, innovation and growth.
- Ensure all stakeholders receive a superior level of customer service.

QUALIFICATIONS

To perform this job successfully, the candidate must be able to perform each essential duty above to the highest level. The requirements listed below are representative of the knowledge, skill, and/or ability needed to be a successful candidate.

- Applicant must hold a bachelor's degree
- 6-8 years of experience in business development and/or sales
- Relationship management
- Excellent presentation and communication skills
- Strong business acumen
- Demonstrated success in achieving sales targets
- Effective negotiation and persuasion skills
- Strong organizational, prioritization, and decision-making skills
- Ability to think critically and from the perspective of the big picture is key
- Detail oriented and experienced at activating and executing plans critical

LOCATION

Colorado Springs, Colorado (Hybrid)

U.S. Figure Skating has a flexible work environment. Employees are required to work in the office three days per week; additional temporary remote opportunities exist throughout the year based on the organization's business operations.

CLASSIFICATION

Exempt

COMPENSATION

Commensurate with experience:
Annual Salary Range: \$80,000 - \$110,000

REPORTING REQUIREMENT

Senior Director, Partnerships & Development

APPLICATION

Please send letter of application and resume to:
Marlene Heck, Human Resources Coordinator
mheck@usfigureskating.org

Please note telephone calls will NOT be accepted.

Review of candidates will begin immediately, and applicants will be accepted until the position has been filled.