

# Six Flags America – Full time Position Posting



## Local Sponsorship Account Executive

Date Posted: 03/03/2010

### Summary:

Generate Corporate Alliance revenue through sponsorship sales at Six Flags America. Implement and champion the Corporate Alliances mission statement. Will manage current business, drive incremental revenue and work collaboratively with their Sponsorship Director, Park President and Corporate Alliances team.

### Key Duties and Responsibilities:

- Sell, Sell, Sell
- Exceed minimum thresholds for monthly sales prospecting, sales calls, and sales production
- Identifying prospects, presenting and closing local new deals for assigned sales products and packages for their assigned park
- Collaborate on a daily basis with Corporate Alliances Sponsorship Director
- Review all contracts with Sponsorship Director and create term sheets on each partnership
- Create and submit required reports
- Assist Sponsorship Director with execution of national, regional and local sponsorship programs

### The Ideal Candidate Will Posses:

- Exceptional ability to communicate in both written and oral forms
- Proven ability to serve as a valuable team member
- Strong work ethic and desire to succeed
- Ability to successfully identify and develop sales leads
- Ability to multi-task
- Computer proficiency in Microsoft Office Products is a requirement
- Candidate must possess a valid driver's license and a clear driving record
- Flexible schedule required including nights, weekends, and holidays

Position is base plus commission

Interested Candidates should submit a Cover Letter and Resume:

Six Flags America  
Attention:  
Brad McClain  
Human Resources Manager  
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