



## **Job Opening: Director of Business Development**

USA Wrestling is looking for a Director of Business Development to increase organizational revenue through partnership opportunities.

### **About USA Wrestling**

USA Wrestling is the National Governing Body (NGB) of the sport of wrestling from youth through the U.S. Olympic Team. It is the representative body to the U.S. Olympic & Paralympic Committee for the sport with more than 250,000 members, nearly 40,000 coaches and 4,000+ clubs in all 50 states. The organization has a tradition of success and most recently won nine medals at the 2020 Olympic Games in Tokyo, its highest medal total since the 1984 Olympic Games.

### **Our Mission**

USA Wrestling, guided by the Olympic Spirit, provides quality opportunities for its members to achieve their full human and athletic potential.

### **Our Values**

Responsibility, Integrity, Dedication, Honesty, Accountability, Respect

### **Responsibilities**

- Generate new or incremental revenue through partnership sales
- Establish relationships with corporate partners and agencies to grow revenue
- Lead deal process including idea generation > prospecting > developing pitch materials > negotiation > contract > oversee fulfillment
- Manage departmental budget for revenue and expenses
- Develop new assets, concepts and promotional opportunities
- Manage the fulfillment process and work with other USA Wrestling staff (ex. Events, Legal, National Team, etc.)
- Serve as the liaison between USA Wrestling and any sales contractors or agencies
- Develop in-depth knowledge of organization's offerings to identify profitable business opportunities
- Work closely with the management team to drive and implement organizational strategy and revenue growth
- Collaborate with FloSports, the USA Wrestling multimedia rights holder, to drive revenue opportunities

### **Requirements**

- 5-10+ years of revenue generation and partnership sales experience with a governing body, professional team, league, media outlet or entertainment organization
- Proven business development, sponsorship sales experience
- Established reputation and track record of success
- Proficient in all Microsoft Office applications
- Ability to travel for client meetings, events, offsite meetings, etc.
- The ability to influence and work successfully with varied audiences
- Adept at negotiating sound business deals
- Demonstrates excellent communication, leadership and problem-solving skills
- Energetic self-starter, results oriented and passionate individual



- Superior public speaking and persuasive presentation skills
- Excellent verbal and written communication skills are necessary

### **Hiring Pay Range**

\$80,000 - \$120,000 per year

### **Benefits**

- Paid vacation, personal and sick time
- Approximately 10 paid holidays per year
- 403 (b) retirement plan
- Medical, dental and vision insurance
- Employer paid life insurance

### **Other Information**

- The USA Wrestling Office is located in Colorado Springs, Colorado; the ability to work from National Office is required
- USA Wrestling is an Equal Opportunity Employer

### **Application Process**

USA Wrestling is working with Farrell Sports on the hiring process for this position. Interested candidates should send a cover letter, resume and three references to Timari Foster at [timari@farrellsportsww.com](mailto:timari@farrellsportsww.com) by Friday, April 29 at 5 pm Mountain Time.