



You Can't Lose

**Account Manager
Based in Las Cruces, NM**

Dormie Marketing, the multimedia rights holder for New Mexico State University's Athletic Department has an opening for an Account Manager. This position will office within the Athletic Department and primarily be focused on the following:

- Generate new business via corporate marketing partnerships, specializing in the sales of corporate media, broadcast media, hospitality, promotions and Internet sales.
- Cultivating new and existing corporate partner relationships.
- Prospecting and conducting cold calls to area companies and organizations to sell complete portfolio of products. Must be comfortable prospecting and cold calling by phone and in person.
- Developing consultative selling approach. This includes understanding client objectives and creating sustainable marketing partnerships that fit corporate marketing objectives and budget.
- Collaborating with vendors, sponsors and appropriate university athletic department personnel to ensure sponsorship implementation and contractual fulfillment including tickets, signage, media and promotional activation.
- Representing New Mexico State Athletics as part of the External Relations team.

Additional traits of a successful Account Manager include: the ability to work independently, the ability to communicate effectively; plan and initiate corporate sales efforts both on the phone and in person; plan, organize and diligently fulfill corporate sponsor packages; excellent presentation skills, an attention to detail and creative thinking.

Account Manager must be proficient in both Excel and Powerpoint. Position will be paid a base plus commission structure with a heavy emphasis on sales results. The position is a fully benefited position.

Please send your resume to Mark Santini at mark@dormiemarketing.com. Please include your sales experience and contractual fulfillment background. Dormie Marketing is an Equal Opportunity Employer and does not discriminate based on gender, age, race or religious affiliation.