



position overview

Position Name:	SALT Partner Relations Associate
Job Type:	Part Time / Flex Time
Location:	Nashville, TN or Remote
Business Unit:	SALT Community
Reports To:	SALT Director
Compensation:	Base + Commission

purpose statement

Generate revenue for the SALT Community by developing deep value-added relationships with partners, sponsors, and exhibitors and clearly execute sponsorship logistics for respective packages.

job description

This position is responsible for defining the scope, opportunities, and sales related to partnerships with companies and key individuals related to SALT Community Initiatives. As a member of the Orange Thread Media, LLC team, core areas of responsibility will include (but not limited to):

- Lead the process of identifying, managing and selling key partnerships, sponsorships, advertising, and exhibitor opportunities for SALT Community initiatives by producing and distributing a SALT Partner Media Kit outlining cost options and package details for various sponsorship/partnership opportunities.
- Actively procure new leads and actively grow revenue through SALT partner revenue.
- Manage and invest in key SALT Community relationships in a manner that adds value to key initiatives.
- Assist marketing initiatives by developing attractive sales strategies for tickets, products, publishing or other SALT related products.
- Lead the on-site logistic/operation details as it relates to supporting the activation of SALT Partner packages, as well as be the on-site point of contact for SALT Partners at annual gatherings.
- Manage the reporting, accounting, and collecting of funds for partnerships associated with all SALT Community initiatives.
- Participate in regular staff meetings and strategy sessions for SALT Initiatives.
- Manage the coordination of details, communication, and needs for every SALT partner and the activation of their package as it relates to SALT Community initiatives.

key requirements

- Exceptional people skills with ability to build relationships with key individuals.
- High work ethic with a “make-it-happen” attitude that is able to self-manage, yet work with a team.
- Extraordinary skill in the area of sales, development and pricing strategies.
- Creative ability to craft unique sponsorship opportunities for every partner.
- Key awareness and insights into the companies that serve the local church including technology manufacturers, integrators, service providers, software, and products.
- Passion to align faith-based partners with the mission of SALT/the local churches we serve.

performancemetrics

This position will be responsible for the following key performance indicators as part of a member of the SALT Conferences team:

1. Develop a well-curated group of partners and sponsors to the SALT Gatherings every year.
2. Contribute to growing the brand value and community strength of SALT Community as a whole.
3. Establish clear and effective communication between partners and SALT Community.