



JOB POSTING
Director of Business Development

The mission of Visit Tampa Bay is to create vibrant economic development for our community by collaboratively increasing visitation to the area. To help us accomplish this mission, we are seeking a high-energy, outgoing, proven Business Development member for our Partnership Department. The right candidate for this position will have experience in private revenue generation and sponsorship sales. They should be motivated by our mission and be driven to succeed in this endeavor.

Responsibilities

- Successfully drive private revenue dollars through corporate sponsorship and partnership sales.
- Actively solicit area businesses to join Visit Tampa Bay as a Partner.
- Solicit major corporate sponsorships, in-kind donations, and preferred vendor pricing for events.
- Maintain community involvement and build relationships.
- Work with Marketing department on publications, website and other pieces that benefit private revenue development.
- Develop programs to increase private revenue dollars.
- Maintain relationships and act as liaison between our partners and sponsors to increase awareness of the benefits available through their partnership with Visit Tampa Bay.
- Collectively develop annual budgets that will effectively accomplish the goals of your department.

Experience and Qualifications

- Bachelor's degree from an accredited college or university preferred.
- At least five years sales and/or private revenue development experience.
- Strong administrative and time management skills.
- Knowledge of tourism industry helpful.
- Demonstrated ability to analyze data and implement change based on market conditions.
- Ability to lead and direct others toward common goals.
- Manage budgets and implementing cost-management initiatives.

Visit Tampa Bay Salary & Benefits

- Competitive salary and commissions are commensurate with experience and performance
- Company paid healthcare premiums
- Company funded HSA
- 100% Company paid life insurance with optional buy-up
- 100% Paid short-term and long-term disability
- 5% Company matched 401(k) plan with full vesting after three years
- Generous paid time off
- 10+ Holidays per year
- Ongoing career training and development
- Visit Tampa Bay is an E-Verify Employer

If you are qualified & interested in this position, please send your resume to: HR@VisitTampaBay.com