

Corporate Partnerships

Internship Description:

An internship within the corporate partnerships staff will allow the student to gain experience in a variety of ways. The incumbent can expect to gain insight into both the sales and fulfillment processes surrounding corporate partners of the Wheeling Nailers. This is an unpaid internship. The ideal candidate would possess the following:

- Ability to work all Wheeling Nailers home games (when in season)
- Ability to work scheduled office hours
- Passion for working in sports
- Team-oriented
- Willingness to learn raising revenue in a professional sports setting

Below is a breakdown of some of the possible tasks for each semester.

Fall Internship – Corporate Activation & Fulfillment

- Assist with fulfillment of partnership contracts for the upcoming season
 - Proof of performance pictures
 - Client meetings
- Assist with game-night sponsor hospitality events and promotions and other game night sponsor needs
- Assist and monitor execution of in-arena sponsored elements

Spring Internship – Corporate Prospecting & Activation

- Assist in creating proof of performance documents
- Assist with creating and preparing sales presentations, proposals, and contracts
- Plan and participate in partner renewal and new client meetings
- Gain valuable sales experience with our Corporate Sales department
 - Prospecting
 - Logging meetings/calls
 - Sales
 - Strategizing fulfillment of contract
- Assist and monitor execution of in-arena sponsored elements

Summer Internship – Corporate Prospecting & Sales

- Assist with creating and preparing sales presentations, proposals, and contracts
- Assist with the planning process of hockey fulfillment of advertising elements
- Plan and participate in partner renewal and new client meetings
- Gain valuable sales experience with our Corporate Sales department
 - Prospecting
 - Logging meetings/calls
 - Sales
 - Strategizing fulfillment of contract