



PARTNER RELATIONS INTERN

Description

About the Jacksonville Jaguars

The Jacksonville Jaguars are a professional football team and a member of the National Football League's AFC South Division. The Jaguars are one of the NFL's youngest franchises, playing their first regular season home game on September 3, 1995 in Jacksonville, Fla., and have since won three division titles. The Jaguars are owned by Shahid Khan, a visionary leader whose businesses include Flex-N-Gate, Fulham Football Club, All Elite Wrestling, Bold Events and Iguana Investments. Since 2012, Mr. Khan's impact on the Northeast Florida community has exceeded \$500 million, including charitable giving through the Jaguars Foundation, capital improvements to TIAA Bank Field and the creation of Daily's Place, which hosts upwards of 40 concerts a year. Over the next several years, the Jaguars and Iguana Investments will build a new Sports Performance Center to house all football operations and launch Phase 1 of the Shipyards, a complete reimagination of the riverfront which will include a five-star hotel, office building and modernized marina.

The Jaguars company values are Passion, Respect, Innovation, Dedication and Empowerment (PRIDE). The Jaguars believe in the importance of diversity, continual learning and transparency. We also understand the role that excitement, originality and fun play in the workplace. All of these ideas come together to build a strong and dynamic workplace culture. Because of this, we are dedicated to, and encouraged by, leading the way in developing a distinct and inclusive team.

Summary

The Jacksonville Jaguars are committed to developing talent and interest in professional sports. An internship at the Jaguars will provide you the chance to explore your career interests, acquire marketable job skills while "learning the ropes" of the industry, establish professional contacts, and gain practical "hands on" experience while working at the highest level of professional sports.

Jaguars internships offer meaningful educational work experiences designed to meet your academic and career goals. Management and staff will teach and encourage, but it's up to you to bring an enthusiasm to learn. Through this program, you will identify learning goals and work with the Jaguars management to achieve those goals.

This internship position will learn how to effectively develop and execute marketing platforms that drive unique value to corporate partners.

From your job responsibilities you will learn how to:

- Manage and maintain corporate partnership relationships through effective written and oral communication.
- Use SportsDignita digital presentation tool
- Build a Partnership Fulfillment Guide Presentation from start to finish
- Track and manage the Partnership Social Media Calendar
- Utilize Microsoft Dynamics CRM and NFL Acronics Access to generate reports and track deliverables.
- Plan, organize, and execute corporate partner events from start to finish.
- Read, understand, and explain corporate partnership contracts, and how to effectively communicate contractual assets to partners.
- Manage corporate partnership hospitality, merchandise requests and event planning.
- Effectively develop, execute, and track corporate marketing promotions from start to finish.
- Develop up-sell opportunities with current corporate partners.
- Traffic, track, and maintain corporate partnership media assets.
- Collaborate with signage vendors to oversee the design and implementation of corporate partnership signage projects.
- Identify prospective partners and develop partnership sales proposals.
- Prospect, build rapport, identify needs, and develop and pitch impactful partnership marketing platforms to prospective corporate partners.
- Activate partnership assets for concerts at Daily's Place Amphitheater, our outdoor music venue located adjacent to TIAA Bank Field.

Internship Qualifications

Required

- Must be eligible to receive college credit for the internship OR have graduated within 18 months of the internship start date.
- Available for nontraditional work hours, including some nights, weekends and holidays.

Other Details

- Term: Summer or Fall 2023
- Chosen Interns are responsible for personal accommodations, such as local housing and transportation.
- Internships at the Jaguars are paid positions.

View <http://www.jaguars.com/careers/> to learn more about what it means to be a part of the Jaguars team!

Applications are being accepted online only. Please do not call to apply for this position. Please provide complete information. An incomplete application may affect your consideration for this position. The Jacksonville Jaguars are committed to a policy of equal employment opportunity and will not discriminate against an applicant on the basis of race, color, religion, creed, national origin, ancestry, sex, age, disability, veteran status, genetic information or any other legally recognized protected basis under federal, state or local laws, rules, or legal requirements.

By submitting this application, you understand that you may be subject to a pre-employment drug test. You certify that the information in your application is true, correct and complete. You authorize the Jaguars and its representatives to contact your prior and current employer and other references and all others for purposes of confirmation of the information you have provided. You understand your application is subject to, among other things, your eligibility to work in the United States.

Any personal data (including any sensitive personal data) that you provide to the Jaguars as part of the recruitment process and/or otherwise for potential employment may be held and processed for the purposes of your registration, application and potential selection and in connection with any subsequent employment or placement at the Jaguars or any of its affiliates. That data may be retained and further processed for the purposes of matching your skills and qualifications to future positions, identifying you as a potential candidate for future positions, to inform you of future positions and analytics in respect of who applies for positions with the Jaguars. If you are selected for the opportunity for which you apply, your personal data may be used for the purposes of entering into a relationship with the Jaguars, including sending you correspondence or general information relating to the employment relationship. Your personal data may be disclosed to Jaguars affiliates and to third-party organizations providing services to the Jaguars. Your personal data will be retained in accordance with the Jaguars document retention policies and applicable laws.