



Fortress Presents Business Development Position Available

Fortress Presents is an event production and promotion company based in Fort Worth, TX specializing in live music. Most recently it presented the inaugural Fortress Festival, North Texas' only destination music festival. The annual event drew more than 9,000 people, from 33 different states, over 2 days to Fort Worth's Cultural District.

Capitalizing on the momentum from the festival, Fortress Presents is expanding its operations to include additional year-round events and white-label event services.

The Business Development associate will work directly with Fortress Presents founders to significantly expand Fortress Presents' portfolio of corporate partners and event services clients. This team member will nurture existing relationships and identify new prospects in order cultivate new sales of corporate sponsorships, Fortress Festival ticket packages and event services.

These efforts will include the following responsibilities:

- Building and maintaining a CRM database of all past, current and potential corporate sponsors, ticket package purchasers and event services clients;
- Representing Fortress Presents in the North Texas business community at various events and networking functions;
- Identifying, engaging and acquiring new corporate sponsors;
- Developing and delivering proposals for corporate sponsorship of Fortress Festival and year-round events;
- Managing relationships with past and current Fortress Festival corporate sponsors including overseeing sponsorship activations to ensure all commitments are fulfilled;
- Identifying, engaging and acquiring new ticket package customers such as corporate offices and other groups;
- Developing and delivering proposals for ticket package sales;
- Managing relationships with past and current ticket package customers including purchaser experience to ensure all commitments are fulfilled;
- Identifying, engaging and acquiring new event services clients;
- Developing and delivering proposals for event services contracts;
- Managing relationships with past and current event services clients including overseeing event services projects to ensure all commitments are fulfilled.

Required skills and experience:

- Bachelor's Degree;
- Minimum 3 years sales and/or business development experience with demonstrable success in developing substantial new business;
- Substantial experience building, maintaining and making the most of a CRM database (ex: Salesforce)
- Substantial social and professional network with North Texas (primarily Fort Worth and Dallas);
- Excellent communication and social skills;
- Organized, professional and self-motivated;
- Willingness and ability to develop an understanding and support of Fortress Presents company culture and objectives.

Compensation will include a base salary plus sales commissions.

Applicants should send resume, cover letter and any questions to alec@fortressfestival.com