

Job Description

Job Title: Motorsport Hospitality Trainee
Reports To: Sr. Experiential Executive

Overview

ajilm Marketing Solutions is a sports and entertainment marketing agency headquartered in Atlanta, GA and certified by the Women's Business Enterprise National Council (WBENC). We work with Fortune 500 brands to identify, negotiate, manage, activate and measure sponsorship properties, events and other marketing assets to achieve desired business results. Our work extends across multiple sports and entertainment platforms including, but not limited to, MLB, MLS, NASCAR, NBA, NCAA, NFL, and PGA. We are passionate about bringing brands to life, establishing authentic connections with fans, and delivering flawless execution and best-in-class client service. We are looking for individuals who share our passion to join our team!

Job Description

ajilm Marketing Solutions is hiring a **Motorsports Hospitality Trainee** to support the account team to plan and execute sponsorship and hospitality programs for multiple clients. This year-long, part-time program affords a foundational experience in a sports and entertainment marketing agency. The candidate does not need to be based in Atlanta, GA but is expected to commute to race markets based on the finalized schedule.

Trainee will support the motorsports account team and multiple client programs, with exposure to B2C and B2B sponsorship strategies. Roles and responsibilities include, but are not limited to:

Essential Duties and Responsibilities:

- *At-Track Hospitality Activation:*
 - Assist with set-up and strike of suite(s), chalet(s), and/or other hospitality area decor
 - Serve as suite host for duration of scheduled race events
 - Escort guests to various points of interest within track facilities (Driver Introductions, Pre-race Concerts, Meet & Greets, etc)
 - Conduct pre-race Pit & Garage Tours for select guests
 - Support the logistics of the overall at-track activation plan
- *Pre-Event Planning:*
 - Participation in planning calls/meetings prior to race weekend

Tentative Schedule:

- Charlotte Motor Speedway: May 24-26, 2019
- Sonoma Raceway: June 21-23, 2019
- Kentucky Speedway: July 11-13, 2019
- New Hampshire Motor Speedway: July 20-21, 2019
- Las Vegas Motor Speedway: September 13-15, 2019
- Charlotte Motor Speedway: September 28-29, 2019
- Texas Motor Speedway: November 1-3, 2019
- 2020 Spring Dates TBD, tentatively Atlanta Motor Speedway, Bristol Motor Speedway, and Charlotte Motor Speedway

Term

- Traineeship term is May 2019 – April 2020

Education, Experience and Qualifications

- Pursuing or recently received 4-year college degree in a related field
- Passion, knowledge, and understanding of NASCAR
- Relevant experience in sports, hospitality, or event marketing
- A passion for client service
- Ability and willingness to work evenings and weekends
- Valid NASCAR Hard Card is a plus

Required Skills

- Professional demeanor
- Strong verbal communication and guest relations skills
- Detail oriented
- Must be a resourceful self-starter who can operate with minimal supervision
- Ability to lift 50 pounds
- Ability and willingness to stand for up to 8 hours
- State-issued driver's license in good standing

Company Culture

aim encourages an energetic, fun environment. While individual work is valued and needed, there is also opportunity to work together in small groups and account teams. We expect the highest quality of work and a commitment to excellence.

Compensation

Compensation for this position includes a per-race stipend based upon a mutually agreed upon work schedule. Race weekend expenses are reimbursed per company policy. Trainee is a 12-month contract position. College credit also available, pending collegiate requirements.

Interested candidates should apply online at <http://bit.ly/JoinTeamAIM>