



Sponsorship, Ads & Partner Sales Manager

Purpose:

Our purpose is to spread the Gospel from east to west to north to south, bringing the word of His Glory to the world and allowing the His Glory family to find community and grow in their faith.

Vision:

Our vision is to reach a billion people worldwide with the hope of the Gospel Message and the truth of Jesus Christ.

Mission Statement:

1. The Bible is the literal and infallible word of God.
2. My house shall be called a house of prayer. Prayer is the foundation of all ministry.
3. We are led by the Holy Spirit and the gifts of the spirit.
4. We have the Father's Heart for the lost, the poor, the elderly, the widow and the orphans.
5. We will be called the servants of the Most High God. We are here to serve Him in ministry.
6. In everything we do, we glorify our Lord. It is our love for Him that compels us.
7. Fivefold ministry according to Eph. 4:11 – The Apostles, the prophets, the evangelists and the pastors and teachers.

Job Title: Sponsorship, Ads & Partner Sales Manager

Location: Remote/In-Person/Hybrid

Department: Revenue & Partnerships

Reports To: CRO

Status: Full-Time, Commission Eligible

Role Summary:

The Sponsorship, Ads & Partner Sales Manager is a high-impact sales role focused on securing and managing mission-aligned sponsorships, advertising deals, and partner conversions across His Glory's media ecosystem. This individual will drive revenue by selling inventory across shows, livestreams, and digital platforms while also growing our Kingdom Economy network with a goal of converting participants into paid sponsors and advertisers. They will coordinate closely with producers and marketing to ensure seamless spot integration, monitor performance, and report on effectiveness.

Core Responsibilities:

1. Sponsorship & Advertising Sales

- Proactively source, pitch, and close new sponsorships and advertising placements across broadcast, livestream, and digital platforms.
- Develop compelling media kits, custom pitch decks, and strategic sponsor packages.
- Manage contract negotiations and ensure clear deliverables are communicated and tracked.

2. Kingdom Economy Partner Development

- Actively build and maintain relationships with businesses in the His Glory Kingdom Economy.
- Identify and nurture high-potential partners with the goal of converting them into paid ad buyers or full sponsors.
- Educate partners on the benefits of scaling their involvement into sponsorship tiers.

3. Inventory Management & Revenue Tracking

- Maintain an up-to-date inventory of all available ad/sponsor spots across platforms.
- Track sales, availability, and performance in coordination with internal systems.
- Support pricing strategies based on demand, show performance, and partner ROI.

4. Broadcast & Marketing Coordination

- Work closely with producers and the marketing team to ensure sponsor spots are properly scheduled, creatively integrated, and on-brand.
- Provide clear run-of-show updates reflecting ad placement, talking points, and visual integration.
- Ensure alignment between ad messaging and ongoing marketing campaigns.

5. Quality Assurance & Spot Effectiveness

- Act as a Quality Assurance monitor by reviewing live or recorded shows to confirm correct placement and execution of all sponsor content.
- Report back to leadership and sponsors on performance, exposure, and effectiveness of their spots.
- Ensure sponsor deliverables are fulfilled with excellence and aligned with His Glory's values.

6. Relationship Management & Retention

- Maintain clear, proactive communication with current sponsors, advertisers, and partners.
- Identify upsell and renewal opportunities through regular relationship-building and performance feedback.
- Ensure sponsor satisfaction to drive long-term retention.

Key Skills & Attributes:

- Proven success in sales, sponsorship acquisition, or media advertising
- Strong interpersonal and presentation skills
- Comfortable managing multiple campaigns and sales cycles simultaneously
- Familiarity with digital and broadcast media operations

- Passion for faith-based programming and mission-driven work
- Organized, self-motivated, and results-driven

Performance Metrics:

- Monthly/quarterly revenue goals from sponsorships and ads
- Number of Kingdom Economy partners converted into sponsors/advertisers
- Inventory sell-through rate
- Sponsor satisfaction and renewal rate
- Quality and timeliness of spot integration and reporting
- Producer and marketing team feedback

Qualifications:

- Passion for faith-based media and alignment with His Glory's mission.
- Strong communication and organizational skills.
- Willingness to wear many hats and contribute wherever needed.

What We Offer:

- Competitive pay, commission structure and performance-based bonuses, benefits, PTO
- Opportunities for professional growth and development.
- A dynamic and supportive team environment.