

Job Title: Partnership Activation Manager
Department: Partnership
Reports to: VP of Partnership

FLSA status: Exempt
Classification: Full-Time
Location: Salt Lake City, Utah

Position Summary: The Ragnar Activation Manager is accountable for bringing Ragnar Partner's brands to life across a wide array of communication touch points, before, during and after our events. He/she works collaboratively with the Partnership Team and Operations Team to execute the strategy of our Partner's marketing programs. The selected candidate will manage internal and external resources to achieve key activation objectives.

Main accountabilities will be partnership effectiveness, satisfaction and retention against marketing objectives and goals.

Qualifications Required:

- 2-3 years of experience in sales and/or account management
- Strong understanding of customer and market dynamics and requirements
- Understanding of Endurance Sports
- Willingness to travel and work in North America
- Proficient with Microsoft Office (Word, Excel, PowerPoint)
- Proven leadership and ability to drive metrics and manage account relationships
- Excellent interpersonal and communication skills with the ability to work effectively both independently and as a member of a team and multiple cross-functional project teams
- Detail-oriented self-starter with the ability to prioritize projects, work within short time frames and meet deadlines
- Problem solving skills

Essential functions and responsibilities:

- Manage partner agreements
- Foster strong rapport with new & existing partners to ensure partner satisfaction and renewals
- Develop creative solutions with partners to maximize return on investment for both parties while simultaneously increasing exposure opportunities
- Manage all aspects of onsite activation: coordination with partners, cities, and staff members
- Oversee the set up/break-down of partnership support locations throughout the Series
- Manage the recruitment and supervision of internship programs and other staff
- Develop organizational process to maximize interdepartmental productivity and efficiency
- Follow a business plan and sales strategy for the market that ensures attainment of company sales goals and profitability. These include insuring a great runner experience, execution of activation plan and attainment of mutual financial goals
- Maintains accurate records of all sales and activity reports in salesforce.com
- Participates in regular calls with Partnership Team to share best practices & discuss strategy



RAGNAR RELAY
12 South 400 West, 2nd Floor
Salt Lake City, Utah 84101
TOLL FREE: (877) 83-RELAY
OFFICE: (801) 499-5024
FAX: (801) 499-5023
[RAGNAR RELAY .COM](http://RAGNARRELAY.COM)

Job Title: Partnership Activation Manager
Department: Partnership
Reports to: VP of Partnership

FLSA status: Exempt
Classification: Full-Time
Location: Salt Lake City, Utah

Nonessential functions:

- Interfaces with other departments, customers, and supplier representatives
- Responsible for effective communication levels and foster team building
- Manage continuous improvement projects involving cross functional teams where necessary
- Miscellaneous projects as assigned
- Perform other related duties as assigned

Physical demands and work environment: The physical demands and work environment characteristics described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Physical demands: While performing duties of job, incumbent is occasionally required to stand; walk; sit; use hands to finger, handle, or feel objects, tools, or controls; reach with hands and arms; talk and hear. Employee must occasionally lift and/or move up to 30 pounds. Specific vision abilities required by the job include close vision, distance vision, color vision, peripheral vision, depth perception, and the ability to adjust focus
- Work Environment: The noise level in the work environment is usually moderate

Ragnar Employee Benefits:

- Health Insurance/HSA: Company pays 75% of premium
- Dental and Vision Insurance: Company pays 50% of premium
- 401K plan with company match: Starts the week you are employed
- Cell phone plan
- LTD/Life Insurance/Short Term Disability
- Paid vacation time accrued at 0.83 days/month first 2 years, 1.25 days/month after 2nd year
- 10 paid holidays
- Participation in Ragnar Race (1 free team, up to \$400 airfare and \$150 expenses = \$1700+ value)

Travel Requirement

- Travel to a minimum of 5 races a year

Please submit resume with cover letter along with salary history and salary requirements to jobs@ragnarrelay.com. Resumes without salary history will not be considered.



RAGNAR RELAY
12 South 400 West, 2nd Floor
Salt Lake City, Utah 84101
TOLL FREE: (877) 83-RELAY
OFFICE: (801) 499-5024
FAX: (801) 499-5023
[RAGNAR RELAY .COM](http://RAGNARRELAY.COM)