



The Impactt Club, Inc.

Position: Executive Director

Type: Full-time or Part-time

Compensation: Negotiable

Summary

The Impactt Club, Inc., (“Impactt” is a non-profit corporation formed under the laws of the state of Arkansas, whose mission is to support student-athletes at Arkansas State University through “NIL” (Name, Image, License) contracts through supporting local charitable organizations.

Impactt is looking to hire an Executive Director to manage the day-to-day operations for our “Collective.” This full-time or part-time position is based in Jonesboro, Arkansas, and is for someone with experience in fundraising, corporate sports partnership sales, relationship-based sales, relationship management, and servicing of corporate partnerships. This individual will serve as the local face of Impactt and his/her primary responsibility will be generating revenue for Arkansas State University student-athletes through compliant name, image and likeness (NIL) opportunities and will also be responsible for management, execution and fulfillment of those opportunities, including the activation of on-site events, fundraising, 501(c)(3) compliance, donor engagement, student-athlete support, coordination with the compliance department at Arkansas State University, and operating our platform.

This position will be located in Jonesboro, Arkansas, and report directly to the board of directors of Impactt.

Qualifications

We are looking for an individual with the following minimum qualifications:

- Bachelor’s degree and/or equivalent experience
 - Preference will be given to a graduate of Arkansas State University
- Experience in relationship-based sales, corporate partnerships, non-profit fundraising and/or related field
 - Sports business, non-profit or related field a plus
- Existing network in and around Jonesboro, Arkansas, and Arkansas State University athletics department a plus

Responsibilities

- Ability to communicate effectively and clearly within the organization, with board members of the Collective, officials at Arkansas State University Athletic Department and with student-athletes.
- Optimistic attitude and someone who is proactive in generating new revenue for the Collective.
- Ability to learn to utilize the technology platform “BasePath” platform and the ability to create and organize NIL opportunities.
- Ability to build, manage and grow a large book of business.
- Ability to work with corporate office to establish and share best practices and hit revenue related and fulfillment goals.
- Ability to comfortably and confidently prospect, pitch and close business with donors, C-level executives, marketing executives and agencies.
- Ability to fundraise, alongside members of the Board of Directors, with donors and businesspeople.
- Ability to reach a broad-base of Arkansas State University supporters to build a large group of monthly subscription donors.
- Ability to build relationships with local non-profit organizations and key people within those organizations.
- Ability to create win-win opportunities for companies, non-profits or individuals and the Collective/student-athletes.
- Knowledge of and a willingness to become an expert in the name, image and likeness (NIL) space of college sports. Must be educated in the space, be able to keep up with the developing nature of the space and be an expert on all State laws.
- Be fully committed to operating in full compliance with all NCAA rules, State laws/guidelines, School rules and always stay 100% compliant with deals created for student-athletes.
- Responsible for coordinating delivery of benefits included in the subscription side of the Collective. This includes creating/distributing newsletters, procuring autographed memorabilia, coordinating events, etc.
- Other duties as assigned, including social media/website, keeping the membership database up to date, and ensuring the student-athletes meet their required charitable obligations.
- Maintain financial records and work with tax professionals and donor receipts.

To apply, please send your resume, along with a short note on why you'd be a great fit for this role to info@impactclub.com.