



Position Title: Sales and Sponsorship Intern

Organization: Iowa 7 on 7 Football

Location: Hybrid or Remote – Coralville, IA (2000 James St Ste 205)

Time Commitment: Flexible, 5–15 hours/week based on internship requirements

Start Date: Ongoing (Fall, Spring, and/or Summer semester opportunities)

Compensation: Unpaid – Focused on professional development and real-world experience

Overview:

Join Iowa 7 on 7 Football, a nonprofit committed to creating accessible and inclusive youth sports experiences across the Midwest. As a Sales and Sponsorship Intern, you will play a vital role in expanding our sponsorship base, building corporate partnerships, and increasing revenue through strategic sales efforts. This role is perfect for students interested in sports business, sales, sponsorship, or marketing.

About Iowa 7 on 7 Football:

Founded in 2019, Iowa 7 on 7 Football provides affordable, inclusive alternatives to traditional football. Our tournaments and leagues welcome players of all sizes, backgrounds, and experience levels—with no weight limits or high-contact play. With over 200 teams and growing, we equip grassroots coaches and volunteers with tools to succeed—from uniforms and playbooks to insurance and scheduling support.

Iowa 7v7 Football

2000 James Street, Suite 207, Coralville, IA 52241

Tax ID: 83-4329295



Key Responsibilities:

Sponsorship Sales

- Research and identify new corporate sponsorship opportunities
- Reach out to businesses and brands to pitch partnership packages
- Help draft and refine customized sponsorship decks and proposals
- Track outreach, follow-ups, and sponsor engagement in a CRM or spreadsheet

Partnership Development

- Support the creation of tiered sponsorship packages for events, leagues, and programs
- Assist in coordinating and fulfilling partnership deliverables (e.g., logo placements, social posts, booths at events)
- Build relationships with small businesses, regional brands, and community leaders

Event Activation Support

- Help ensure sponsor signage, booths, or activations are in place at events
- Assist in coordinating on-site sponsor needs and post-event follow-ups
- Gather and organize event photos and testimonials for sponsor reports

Marketing and Promotion Support

- Collaborate with marketing team to develop materials that promote sponsorship value

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- **Contribute to social media, website content, and email campaigns that feature partners**
- **Help create pitch decks, recaps, and other promotional materials**

Sales Reporting and Admin

- **Track and report progress toward revenue and partnership goals**
- **Help maintain internal databases of leads, current partners, and communications**
- **Assist with thank-you messages, sponsorship agreements, and post-campaign summaries**

Preferred Qualifications:

- **Interest in sales, sports business, partnerships, or brand development**
 - **Strong communication and interpersonal skills**
 - **Confident and comfortable making outreach calls and emails**
 - **Organized, self-motivated, and proactive about tracking and following up on leads**
 - **Knowledge of youth sports or sponsorship is helpful but not required**
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Benefits:

- Gain direct experience in sales, sponsorship development, and partner relations
 - Build a professional network in the sports and nonprofit industries
 - Strengthen communication, negotiation, and presentation skills
 - Help grow an impactful youth sports organization
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How to Apply:

Please send your resume and a brief cover letter outlining your interest and relevant experience to: staff@iowa7v7football.com

Applications are reviewed on a rolling basis. Positions are available for fall, spring, and summer terms.

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