

GREPBEAT

Seeking a Sponsorship Manager

GrepBeat is a media organization covering tech news and views for the Triangle and surrounding area. Through our email newsletter, website, podcasts, and events, we support the region's tech entrepreneurs in an engaging and colorful way. See <https://grepbeat.com>.

To accelerate our efforts, we are seeking a **Sponsorship Manager** to craft and drive sponsorship and membership programs that lift awareness and drive revenue.

Here's what you would do:

- Sell sponsorships to local startups and professional service firms.
- Work with GrepBeat Managing Editor to develop new sponsorship opportunities.
- Support other business and marketing needs as they pop up.

The ideal candidate has:

- Experience developing programs and selling sponsorships/memberships.
- Experience with entrepreneurial support, professional service, and/or non-profit organizations. Bonus points if the experience was tech community-related.
- Interest in nurturing and growing the Triangle tech ecosystem.
- The persistence and hustle to make things happen!

Other tidbits:

- This is a **full-time position** with salary and benefits commensurate with experience.
- This position operates out of our office in **Downtown Durham**.
- More questions? Just ask. Also, we appended the "Real Gist" to help give perspective.

Interested?

- Apply by emailing to jobs@grepbeat.com. Include a note on why you are interested and qualified along with your resume and/or LinkedIn profile.
- Apply the sooner the better. Let's get going!

The Real Gist on GrepBeat

GrepBeat started two years ago and has been well-received (dare I say beloved, treasured, etc.) by the tech community around the Triangle and beyond. Now, it is time to grow.

We are solid on the content side, thanks to Managing Editor Pete McEntegart and his army of talented student journalists from UNC. Now, we need to grow the business side by offering sponsorships for our various content/programs and potentially launching a membership program for startups in 2021. But, we need to grow the team to do so.

GrepBeat is currently a project of Colopy Ventures, my (Joe) entity for running my various tech-related business interests. The vision for GrepBeat is to “spin out” as a non-profit to better position it to continue doing what it does -- supporting the local tech entrepreneurial community. If you are interested in community journalism, supporting entrepreneurs, and building something new, GrepBeat and this position could be perfect for you. It'll be exciting and impactful.

We have spelled out a specific position but, in reality, we are open to a few different possibilities. Ultimately, we are looking for a sales-oriented person who is motivated and has the proven interest/experience to get tied into this adventure. This might be someone more junior, with a few years of experience; or someone more senior, who can play a more strategic but still hands-on role. What is required is having a track record in delivering the goods, being easy to work with, and being willing to bring it every day.

Ready to get started!



Joe Colopy
GrepBeat Godfather