

Job Title: Business Development Officer

Location: DFW

Employment Type: Independent Contractor, Commission-Based

We are seeking an ambitious and motivated Business Development Officer to help drive our growth through sponsorships and strategic partnerships that elevate our brand. This is a commission-only, independent contractor role, ideal for someone who thrives on results, enjoys building relationships, and wants to make a significant impact on a growing sports organization.

Key Responsibilities include:

- Identify, target, and secure sponsorship opportunities/partnerships with businesses and organizations at the local, regional, and national levels.
- Develop and pitch creative partnership packages that provide value to sponsors and enhance the facility's programs.
- Build and maintain strong relationships with prospective and current clients.
- Collaborate with facility leadership to align sponsorships and partnerships with strategic goals.
- Negotiate contracts and ensure fulfillment of sponsorship deliverables.

What we're looking for:

- A self-starter with strong business development, sales, or marketing experience (sports industry experience is a plus).
- Excellent communication, presentation, and negotiation skills.
- Creative thinker who can design partnership opportunities that deliver mutual value.
- Entrepreneurial mindset with the ability to work independently and exceed targets.
- Passion for sports, community building, and creating meaningful connections.

What We Offer:

- Commission-based compensation with competitive rates on all new business generated.
- Opportunities for accelerators or bonuses for exceeding revenue targets.
- Flexible schedule - work independently without set hours.
- Ability to grow your own pipeline and earn uncapped income based on performance.
- An exciting opportunity to grow professionally in the thriving sports and recreation industry.
- A dynamic and supportive team environment with a growing brand in the Frisco soccer community
- Supportive team environment and access to facility resources to help you succeed.