

**JOB INFORMATION**

Job Code	BB96
Job Description Title	Asst AD, Marketing & Revenue Strategy
Pay Grade	AT09
Range Minimum	\$64,100
33rd %	\$81,200
Range Midpoint	\$89,800
67th %	\$98,300
Range Maximum	\$115,400
Exemption Status	Exempt
Approved Date:	4/11/2024 4:21:49 PM

**JOB FAMILY AND FUNCTION**

Job Family:	Athletics
Job Function:	Media Services

**JOB SUMMARY**

Reporting to the Senior Associate Athletics Director (AD) of Marketing & Revenue Generation, the Assistant AD of Digital Revenue Strategy manages the daily operations of the Marketing and Digital Strategy team, with a focus on driving revenue growth through effective digital revenue strategies. Drives revenue growth by providing leadership to the employees within the Marketing and Digital Strategy team to include digital marketing and automation, and web and social media strategy. Works closely with the leadership team to ensure that all digital initiatives align with the overall revenue strategy of Auburn Athletics.

**RESPONSIBILITIES**

- Oversees the daily operations and employees of the Marketing and Digital Strategy team aimed to drive revenue growth through digital marketing, email automation, website and social media strategies.
- Oversees the daily operations of the Customer Service and Ticket Retention team to grow and maintain strong fan support and increase revenue through direct outreach.
- Manages relationships with multiple auxiliary revenue partnerships related to the game day experience, including stadium seating, tailgating, and merchandising.
- Develops and leads a comprehensive, multi-channel sales strategy to maximize revenue through lead generation, sales awareness, and customer retention.
- Ensures the development and execution of a comprehensive digital strategy that meets the strategic needs of the Auburn athletic programs while driving revenue and engagement.
- Works in partnership with the Assistant Athletic Director of Ticket Operations & Revenue Generation and the Senior Associate AD, Marketing & Revenue Generation to execute the vision of the unit, as well as the overall external affairs vision. Serves as a part of the External Leadership Team, collaborating with other department heads to optimize revenue, enhance the game experience, maintain coherence in public relations messaging, and position Auburn as an industry leader in all areas of External Affairs.
- Exhibits a culture of collaboration between Digital Revenue Strategy team, Ticketing (operations, sales, and customer service/retention), and auxiliary partnership (Auburn Sports Properties, RevelXP, etc.) units to maximize opportunities for lead generation and revenue growth.
- Assists the War Eagle Productions, Fan Experience, and Community Relations teams in achieving their goals of producing high-quality content and fostering engagement. Provides support with the Fan Experience team to maximize game promotion, attract record crowds, and enhance the in-venue experience for fans. Provides support to the Strategic Communications team to ensure consistency in messaging across departments while strengthening the brand of student-athletes, Auburn Athletics, and Auburn University. Creates strategies to continually improve the in-venue experience and elevate the Auburn brand. Assists in identifying opportunities for community engagement and outreach, as well as optimizing the student experience.

## RESPONSIBILITIES

- Complies with all applicable National Collegiate Athletic Association (NCAA) and Southeastern Conference (SEC) regulations in the performance of job duties.
- Performs other related duties as assigned.

## SUPERVISORY RESPONSIBILITIES

Supervisory Responsibility	Full supervisory responsibility for other employees is a major responsibility and includes training, evaluating, and making or recommending pay, promotion or other employment decisions.
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## MINIMUM QUALIFICATIONS

To perform this job successfully, an individual must be able to perform the minimum requirements listed below, which are representative of the skill, and/or ability required.

## MINIMUM EDUCATION & EXPERIENCE

Education Level	Focus of Education		Years of Experience	Focus of Experience	
Bachelor's Degree	Degree with no specific discipline is required. Degree in Business, Marketing, Communications, Public Relations, Sports Management, Analytics, or related field is desired.	And	6 years of	Experience in an Intercollegiate Ticket Operations environment in digital or email marketing, business operations, sales or ticket management, or related fields.	Or
Master's Degree	Degree with no specific discipline is required. Degree in Business, Marketing, Analytics, or related program is desired.	And	4 years of	Experience in an Intercollegiate Ticket Operations environment in digital or email marketing, business operations, sales or ticket management, or related fields.	

## MINIMUM KNOWLEDGE, SKILLS, & ABILITIES

Knowledge of best practices in digital marketing and delivering qualified traffic, conversion, and revenue.
Ability to manage multiple projects and prioritize effectively in a fast-paced environment.
Strong communication and presentation skills.
Ability to be detail-oriented in a fast-paced high pressure environment.
Demonstrated working relationships with administrators, support staff, constituents, coaches and student-athletes.
Excellent administrative, organizational, time management, computer application, communication and personnel management skills.

## MINIMUM LICENSES & CERTIFICATIONS

Licenses/Certifications	Licenses/Certification Details	Time Frame	Required/Desired
None Required.			

## PHYSICAL DEMANDS & WORKING CONDITIONS

### Vision Requirements:

Ability to see information in print and/or electronically.

