

Corporate Partnerships & Sponsorship Operations Intern

Organization:	Cape Cod Baseball League (CCBL)
Term:	Date of Acceptance to August 31, 2027 (Opportunity to extend through December 2027)
Location:	Cape Cod, MA (Must live within 20 miles from June 2027 through August 2027; includes remote pre-season prep)
Compensation & Reporting:	Stipend commensurate with experience Reports to: Cape League President

Position Overview

The Cape Cod Baseball League is seeking high-energy Corporate Partnerships & Sponsorship Operations Interns for the 2027 season. In this role, you will work closely with League leadership and Van Wagner (the League's corporate sponsorship agency partner) to drive sponsor acquisition, execute sponsorship deliverables, and support partner retention.

This fast-paced role offers hands-on experience in sports sponsorship, client services, event activation, and business development in the premier summer collegiate baseball league.

Time Commitment & Schedule

Pre-Season (Remote)	Potentially 4–5 hours per week focused on sponsor acquisition and fulfillment planning.
In-Season (On-Site)	Coverage of 5 to 6 games per week during the summer season.

Key Responsibilities

Sponsorship Acquisition & Agency Collaboration (Van Wagner)

- Work directly with Van Wagner to research, target, and prospect potential corporate sponsors across regional and national categories.
- **Assist in sales deck creation:** Develop custom sales decks, sponsorship proposals, and pitch materials in coordination with Van Wagner and in-house sales teams.
- **Catalog management:** Maintain the proposal catalog with updated league metrics, demographics, and visual assets.
- **On-site Support:** Act as on-site sponsor direct support contact.

Partner Activation & Deliverable Fulfillment

- Collaborate with Van Wagner to ensure all contracted sponsor amenities (including signage, media, digital integration, and game-day promotions) are fulfilled accurately and on schedule.
- **Signage & inventory management:** Manage signage inventory and coordinate sponsorship asset logistics across all League venues.
- **Gameday execution:** Serve as the primary League representative during games to oversee partner tabling, ceremonial first pitches, in-ballpark visits, and promotional activations.
- **Cross-department coordination:** Coordinate cross-departmental deliverables to ensure smooth execution of all sponsor agreements during the 2027 season.

Reporting & Account Management

- **Proof of performance:** Gather proof-of-performance assets (photos, digital metrics, activation recap data) to build comprehensive post-season recap reports for Van Wagner and corporate partners.
- **Partner retention:** Assist with partner renewal strategies and retention efforts for returning sponsors.
- **Special projects:** Complete special projects and administrative tasks as assigned by the League President or Van Wagner.

Qualifications

- **Education:** Current undergraduate or graduate student (graduating 2027/2028) or recent graduate (within 1 year) in Sports Management, Marketing, Business, or a related field.
- **Experience:** Minimum of 1 year of sports industry, corporate sales, or event activation experience preferred.
- **Location & Availability:** Must reside on Cape Cod (or within 20 miles) throughout the duration of the season from June 2027 through August 2027. Available to work non-traditional hours, including nights, weekends, and holidays.
- **Skills:** Strong written and verbal communication, attention to detail, proficiency in CRM platforms and slide deck design (Canva/PowerPoint).
- **Attributes:** Self-motivated, collaborative, adaptable under tight deadlines, and passionate about sports business.

Work Environment & Physical Demands

- **Environment:** Mix of remote prep work, outdoor stadium settings, and field-level event management. Local travel across League venues required.
- **Physical Requirements:** Ability to stand, walk, and transport promotional materials or signage across ballpark grounds for extended periods in varying weather conditions.

How to Apply

Interested candidates should email their resume, cover letter, two professional references, and portfolio link (if applicable) to:

Email: internships@capecodbaseball.org

Subject Line: [Your Name]: Corporate Partnerships & Sponsorship Operations Internship