



Cape League Corporate Partnerships

The Cape Cod Baseball League is looking for Corporate Partnerships interns to be a part of the Corporate Development team for the 2025 season. The Corporate Partnerships interns will assist in the prospecting, selling, activation and retention of partnerships and the planning and execution of key partner deliverables.

The optimal candidates will need to be aligned with League initiatives and priorities and be able to represent the brand values of the Cape Cod Baseball League. This internship runs from the date of acceptance through September 1, 2025, with an opportunity to continue through the end of the 2025 calendar year. This role includes remote work in a fast-paced environment with high volume of work and tight deadlines. Hours includes nights and weekends. Stipend commensurate with experience.

Reports to: Cape League Media Director

Key Responsibilities:

- Contribute to department partnership new sales and renewal efforts.
- Activate and fulfill corporate partnership elements for assigned accounts for 2025 season.
- Research and identify potential categories and specific companies to target via direct contact, face to face meetings, networking and events
- Support overall signage and partnership inventory management efforts.
- Assist League in-house sales and services teams with sales deck creation, sales pitches and partnership recap reports.
- Manage proposal catalogue materials incorporating on-going updates to data and visuals.
- Manage CRM process including reporting, entering data, and seeking additional input from League leadership.
- Coordinate partnership deliverables for 2025 season across all League departments.
- Ability to fulfill gameday activation duties, such as serving as the League representative during the duration of games to assist with partner tabling, presentations, in-ballpark visits, and more.
- Fulfill special projects as assigned

Qualifications:

- Current student with a graduation date of 2025/2026 OR within one year post graduation.
- Working towards a Bachelor's or Master's Degree in Sports Management, Marketing, Event Management or similar field.
- At least one (1) year of business experience (preferably in sports)
- Strong communication, collaboration and organization skills
- Innovative thinking and strong initiative
- Excellent verbal and written skills, with a particular attention to detail
- Outgoing, friendly, creative, and enthusiastic
- Must be available to live and work on Cape Cod or within 20 miles throughout the duration of the season from June 7 to August 15, 2025
- Passionate about working in professional sports

Work Environment:

- Primarily works in outdoor environments, such as stadiums, arenas, and fields.
- Will travel to cover League events.
- Must be able to work irregular hours, including evenings and weekends.

Physical Demands:

- Ability to sit, stand, and walk for extended periods of time.
- May be required to work in various weather conditions.

Note: This job description is intended to provide a general overview of the position and its responsibilities. It is not an exhaustive list of all duties and requirements.

To apply: Applicants should email their resume, cover letter, two references, and access to your portfolio to partnerships@capecodbaseball.org. Please put your name and the position you are applying for in the subject line.