



*****Named "Best Place to Work" by Nashville Business Journal*****

*****Awarded "Top Workplace" by The Tennessean*****

*****Named "Best Employers in Sports" by Front Office Sports*****

Business Development Coordinator

Bauer Entertainment Marketing (www.BauerEM.com), is looking for a dynamic professional to support its sales initiatives. This is an exciting opportunity for anyone interested in pursuing a career in music, sports, entertainment, marketing, or technology.

Primary responsibilities will be to drive new revenue for the company, assist with proposals and agreements, identify potential clients, and organize and maintain the current CRM system. The Business Development Coordinator also serves as a launch point for exploring multiple areas and opportunities.

We are looking for an outgoing candidate with a passion for marketing and the entertainment industry, an ability to learn quickly and execute with excellence, organization skills, attention to detail, and superior communication skills. The ideal candidate will be organized, and have a deep commitment to growth and learning.

This position reports to the Business Development Specialist and can be done from our workspace in East Nashville or remotely.

Qualifications:

- Business, sales, or psychology-focused degrees preferred
- Strong interest in marketing and entertainment industries
- Experience in startups and live events

Hard Skills:

- Excellent written, oral, and visual communication skills (Preference given to great copywriters)
- Proficient in Google products (Slides, Docs, Sheets)
- Aptitude for graphic design (Canva, Illustrator, Photoshop)
- Experience with customer relationship management (CRM) systems

Soft Skills:

- Ability to work independently with minimal direction and supervision
- Great people skills and ability to collaborate with colleagues in person and remotely
- Highly organized, detail-oriented, efficient, and productive while managing multiple tasks at once
- Needs to be told things only once, but not afraid to ask for clarification
- Capacity to get work done in a fast-paced environment not confined to a typical "9 to 5" day
- Strong problem-solver and adept at anticipating opportunities. Handles objections with ease
- Seeks, welcomes, and uses constructive criticism to learn, grow, and improve

This job offers you:

- **Flexible Scheduling:** Work from wherever and whenever you want as long as your deadlines are met, communication is timely and consistent, and clients are happy with results. Unlimited vacation with approval
- **Hands-on Experience:** Working at a small business means you'll have greater access, responsibility and accountability from day one
- **Networking Opportunities:** Meet, engage, and build relationships with a variety of people in the entertainment industry through conferences, events, and membership in Helping Our Music Evolve (HOME)
- **Professional & Personal Growth:** BEM will pay for approved marketing certifications, networking events, and association memberships. Receive a free annual Spotify or Apple Music membership plus up to \$300 "concert cash" a year to attend an event of your choice
- **Health Benefits:** BEM's full-time employees receive access to BlueCross BlueShield medical, dental, and vision group plans not available on the individual insurance market. We will contribute 50% of the employee rate.
- **Team Recognition:** Be rewarded for your efforts and appreciated for the impact you have on the company and its clients. Earn "Bauer Bucks" from colleagues that can be redeemed for gift cards and amazing experiences such as white-water rafting, whiskey tasting, or dance lessons.
- **Mental Health Mornings:** Up to \$50 per month for uninterrupted chilling out. This can be for a meditation app, visiting the spa, seeing a therapist, joining a yoga class...totally up to you!
- **Physical Fitness Funds:** Employees can receive a wellness stipend of up to \$50/month towards a form of physical activity such as the gym, a round of golf, a 5k race, and more!
- **Profit Share:** All full-time employees are eligible for a profit share after 1 year of employment.

>> Please submit your resume, a writing sample, and a short video explaining why you're a perfect fit for this position to hr@bauerem.com
(Emails only. No calls.)

About Bauer Entertainment Marketing (BEM):

Bauer Entertainment Marketing is a full-service marketing agency providing strategic consulting and hands-on campaign management. We're leaders in removing barriers to growth and generating more conversions via leads, sales, awareness, and engagement. We've proudly helped grow 500+ sports, music & entertainment companies including Country Jam USA, Nitro Circus, Kanye West, Ryman Auditorium, Music City Bowl, and Uber. BEM was named "Best in Business" by the Nashville Business Journal, "Best Emerging Music, Sports, & Entertainment Company" by the Nashville Entrepreneur Center, plus a "Best Advertising Agency" and "Top Digital Marketing Agency" in Nashville by Expertise.com and UpCity. Most recently we received recognition from Front Office Sports as Best Employers in Sports. This reflects our experience, passion, professionalism, and ability to generate quantified, documented results for clients. Learn more at www.BauerEM.com.