

# Enrollment & Partnerships Manager (Commission-Based)

**Organization:** Crowns Basketball Academy x The Goel Project, Inc.

**Location:** Memphis, TN (Hybrid / Remote with Local Engagement)

**Compensation:** Commission-Based (High Upside)

**Start Type:** Contract / 30–60 Day Trial Period

## Role Overview

The Enrollment & Partnerships Manager is responsible for driving growth through relationships—not pressure sales. This role supports Crowns Basketball Academy and The Goel Project, Inc., helping connect families, organizations, and partners to youth training, camps, workshops, speaking engagements, and funding opportunities.

## Key Responsibilities

**Academy Enrollment:** Engage parents, explain programs clearly, follow up with leads, and support enrollment.

**Workshops & Speaking:** Secure bookings with schools, churches, nonprofits, and community organizations.

**Sponsorships & Funding:** Identify partners, secure sponsorships, and maintain professional relationships.

## Compensation Structure

- Academy Enrollments: 10–15% commission per enrollment
- Workshops & Speaking Engagements: 15–20% commission per booking
- Sponsorships & Funding Partners: 10% of funds secured

## Performance Expectations (First 90 Days)

- 10–15 new Academy enrollments per month
- 1–2 workshops or speaking engagements booked per month
- 1–2 funding or sponsorship partners secured per month

## Who This Role Is For

Relational, organized, mission-driven individuals comfortable working with families, professionals, and community leaders.

## This Role Is Not For

Aggressive sales personalities, individuals seeking guaranteed salary, or those uncomfortable with commission-based work.

## Tools & Support Provided

Pricing menus, enrollment scripts, FAQs, social proof, leadership access, and tracking systems.

### **Mission Alignment**

You're not selling programs—you're opening doors for kids and communities to access opportunity.