

Executive Director, Cincinnati Regional Sports Commission

Cincinnati Regional Sports Commission | Cincinnati, OH





CINCINNATI

The Cincinnati Regional Sports Commission has been reborn to strategically and aggressively attract professional, amateur, and youth sporting events to drive economic impact, elevate awareness of the region and advocate for active and healthy lifestyles.

The history and role of sports in our region is monumental, and we have a right to win. Consider:

- Four professional sports teams in the NFL (Bengals), MLB (Reds), MLS (FC Cincinnati), and Cyclones (ECHL).
- Multiple historic and successful NCAA Division 1 colleges and universities, with dozens more within short drives from Cincinnati.
- America's first-ever professional baseball team, The Cincinnati Reds, was founded in 1882.
- America's longest-running professional tennis tournament, The Cincinnati Open, was founded in 1899.
- The first Black athlete to win an individual Olympic gold medal, William Dehart Hubbard, won the long jump at the 1924 Paris Olympic Games.
- USA Today's "Best Marathon in America" in 2024 was Cincinnati's Flying Pig Marathon.
- A long and deep-seated tradition of youth and amateur sports, including nearly every Olympic sport.

Regions

The Cincy Region is a growing destination for sports tourism. It includes Cincinnati proper and just across the river in Northern Kentucky. We're all family here! Together, we offer a collision of cultures: Southern and Midwestern, big city vibes and neighborhood friendliness, competitive youth, high school, and club sports, remarkable food, and classic performing and visual arts, including being named 2024 USA Today 10 Best Readers' Choice Awards for "Best City for Street Art." Here is an overview of just what each part of the Cincy Region has to offer.

[North](#) [West](#) [East](#) [The Corridor in NKY](#) [Downtown](#) [Uptown](#) [Florence](#) [Newport](#) [Covington](#)

Things To Do

The Cincinnati Reds (MLB), Cincinnati Bengals (NFL), FC Cincinnati (MLS), the University of Cincinnati (Big 12), Xavier University (Big East), and more. A dedication to youth sports and healthy lifestyles. Outstanding museums, our Cincinnati Ballet and Cincinnati Symphony Orchestra, craft beer, bourbon, and our unique Skyline Chili. We're known for a lot, and there is a lot to explore and get to know for yourself.

Whether you're on a mission to meet our beloved Fiona at Cincinnati Zoo & Botanical Garden, cheer on the home team at Great American Ball Park, explore Mainstrasse Village, seek inspiration from the vibrant art and music scene, taste your way through Over-the-Rhine's unique eateries and breweries, museums and more, it's easy to fill your days in Cincy. Cincy Culture is everywhere, and you've just got to be here to see it, taste it, and revel in it.

[Attractions](#) [Arts & Culture](#) [Family Fun](#) [Outdoor & Recreation](#) [Events](#) [Bars & Nightlife](#) [Downtown](#) [Shopping](#)

About Cincinnati Regional Sports Commission

Exists to attract professional, amateur, and youth sporting events and activities that provide economic impact, elevate awareness of the Cincy region, and advocate for active and healthy living.

A distinguished alliance of investors and partners—including Visit Cincy, the Cincinnati Regional Business Committee, the Cincinnati Business Committee, MeetNKY, the City of Cincinnati, and Hamilton County —has come together with a shared vision for growth and innovation. With the support of industry leaders such as P&G, Kroger, and Western & Southern, this collaboration is driving meaningful impact across the region.

As this initiative continues to gain momentum, additional sponsors will join in support, further strengthening our collective efforts. Together, we are building a foundation for long-term success and transformative progress.



Heart and hustle combine here to create big city experiences with Midwestern hospitality. The region's accessibility and compact size with one of America's best airports allows events, tournaments and conventions to be the "biggest game in town" and a fantastic experience for its participants.

With four professional sports venues within walking distance in Cincinnati's scenic downtown, multiple major universities with heralded intercollegiate sports traditions, more than 150 diverse sports venues throughout the region, and the Cincy region is within one day's drive from approximately 50% of the U.S. population. Cincinnati offers unique spaces to host your next event. Plus, the newly renovated Duke Energy Convention Center, the Northern Kentucky Convention Center, and the recently expanded Sharonville Convention Center just north of Cincinnati provide even more options for sporting events.

Cincinnati Sports Venues

[Arenas](#) [Ballparks](#) [Courts](#) [Fields](#) [Golf Courses](#) [Ice Rinks](#) [Stadiums](#)

POSITION SUMMARY

The Executive Director of the Cincinnati Regional Sports Commission is a senior-level, highly experienced professional responsible for building the Cincinnati Regional Sports Commission from the ground up with an entrepreneurial vision. The role involves attracting, managing, and retaining profitable sports-related business opportunities for the region, with a critical focus on the City of Cincinnati, Hamilton County, and Northern Kentucky. The Executive Director of the Cincinnati Regional Sports Commission will report directly to the Cincinnati Regional Sports Commission Executive Board of Directors to promote the region as a leading destination for regional, national, and international sporting events. Key responsibilities include establishing and achieving room night quotas, developing business prospects, implementing strategic initiatives, and securing funding to support the organization.

ESSENTIAL DUTIES & RESPONSIBILITIES

Business Development

- **Build from the Ground Up:** Establish and develop the Cincinnati Regional Sports Commission infrastructure and strategic direction. Create and manage processes to generate and secure hotel bookings in the sports market to meet room night quotas.
- **Event Management:** Oversee existing sports-related events and identify new opportunities. Provide community supporters with critical information for bidding on events that support the organization's mission.
- **Prospecting and Promotion:** Utilize databases and directories for new business development. Attend conferences, tradeshows, and sales missions to establish Cincinnati as a premier sports destination.
- **Site Inspections:** Coordinate and conduct VIP site inspections to showcase local hotels, facilities, and attractions to potential clients.

Strategic Planning

- **Develop Strategies:** Collaborate with the board and staff to create and implement strategies for sports tourism and events. Achieve measurable goals related to visitation, taxable spending, hotel occupancy, and facility utilization.
- **Expand Facilities and Assets:** Develop long-term plans to enhance the number and quality of sports facilities and assets. Promote the economic, social, and cultural benefits of sports tourism.
- **Implement Programs:** Create and execute programs that offer residents and youth opportunities to learn about sports tourism through workshops, internships, and volunteer opportunities.

Networking and Communications

- Relationship Management: Build and maintain strong relationships with facility personnel, meeting planners, and local sports organizations. Serve as a liaison between stakeholders and the hospitality community.
- Public Relations: Coordinate with local media and organizations about sports events. Prepare and deliver compelling presentations and proposals to secure events and sponsorships.
- Industry Engagement: Stay abreast of industry trends, maintain an active social media presence, and represent the Sports Commission at key industry and civic events.

Administrative and Management Duties:

- Board and Team Management: Manage the Cincinnati Regional Sports Commission Executive Board and Board of Directors Members and provide coaching, training, and supervision to the Sports Commission Events Manager.
- Documentation and Budgeting: Ensure accurate sales documentation in the CRM system. Develop and manage the budget and marketing plan for the Sports Commission.
- Reporting and Fundraising: Produce management reports, assist with fundraising strategies, and oversee owned events to enhance the organization's reputation and fill gaps in sports hosting.

Fundraising and Financial Support

- Secure and Financial Support: Develop and implement strategies to secure funding and sponsorships necessary to support the Sports Commission's future. Cultivate relationships with potential donors, corporate partners, and funding agencies.
- Financial Strategy: Create and manage a comprehensive fundraising plan to support the commission's operations and growth. Monitor and report on fundraising progress and financial status.

Customer Service and Organizational Commitment

- Client Support: Assist meeting planners and ensure high-quality service through all interactions with customers and service providers.
- Collaboration and Additional Duties: Maintain a cohesive working environment with all personnel, handle additional responsibilities as assigned, and demonstrate a strong commitment to the organization's goals.



QUALIFICATIONS

- A Bachelor's degree in Sports Marketing, Sports Management, Business, or a related field is preferred.
- A minimum of eight years in sports or entertainment fields with at least three years in a managerial role. Proven track record in sales, goal attainment, and fundraising.
- The ability to build the Sports Commission from the ground up with a forward-thinking, entrepreneurial mindset.
- Exceptional communication, management, and organizational skills.
- Strong analytical abilities with effective judgment and decision-making skills.
- Knowledge of Microsoft Office, CRM software, and industry-specific tools.
- Strong budget management and public speaking skills. Experience with sponsorship sales is preferred.
- Demonstrated experience in securing funding and managing fundraising activities.
- The ability to prioritize tasks, meet deadlines, and adjust to changing conditions.

KEY CHARACTERISTICS

- An authentic, accountable, trustworthy, and inclusive leader with strong energy.
- The Ability to create a vision and then sell it.
- A leader with outstanding communication skills.
- Must be approachable and an exceptional listener.
- Demonstrated ability to build consensus with multiple stakeholder groups is a must.
- Commits to building an inclusive workforce of unique employees who are empowered to make valuable contributions.
- The ability to build, coach and mentor a winning team.
- High integrity, humble, no ego, with a strong moral compass.
- Impeccable work ethic and passion for the task at hand.
- Strong business and financial acumen.
- Socially confident, resilient and perseverance towards fundraising.
- Thought leader and problem solver with the ability to multitask.
- Analytical, strategic, and tech-savvy.



John Brich

Global Head of Hotels & Resorts
SearchWide Global
info@searchwideglobal.com
Direct: 513.508.2809

If interested in learning more about this great opportunity, please send your resume to our SearchWide Global Executive, John Brich.

SearchWide Global is a full-service executive search firm primarily for companies in the travel, tourism and convention, and hotel and lodging industries. We specialize in C-Level, Director and Management level executive searches for companies ranging in size from Fortune 500 corporations to mid-sized public and private companies.