



MEDIA SPONSORSHIP AND SALES INTERNSHIP

The Foul Territory Network (FT) is seeking remote sponsorship and sales interns for Spring 2026.



Are you a huge baseball fan who would like to work with professional athletes and learn from an experienced media team that will help you secure a job upon graduation?

The Foul Territory Network, a part of Make Plays Media, has built a premier baseball media vertical centered around authentic player voices. Former MLB players AJ Pierzynski, Todd Frazier, Cameron Maybin, Erik Kratz, Kevin Pillar, Jason Kipnis, Trevor May and Jonathan Papelbon host a live, on-camera, 2-hour baseball show, Monday through Friday, via 16 FanDuel Sports Networks, Marquee Network, YouTube, Twitter/X and TikTok with the audio version available on Apple, Spotify and other podcast platforms. MLB insider Ken Rosenthal, long-time manager Buck Showalter and former general manager Jim Bowden are also regular show contributors.

FT also produces additional shows including;

- *Fair Territory with Ken Rosenthal*
- *Cardinal Territory*
- *Crush City Territory (Astros)*
- *Dodgers Territory*
- *Friar Territory (Padres)*
- *Hammer Territory*
- *Baseball America's Hot Sheet*
- *Mayday! with Trevor May*
- *Mets'D Up*
- *Monster Territory (Red Sox)*
- *North Side Territory (Cubs)*
- *Pinstripe Territory (Yankees)*
- *The Phillies Show*
- *Snakes Territory (Diamondbacks)*
- *Tiger Territory*

Position Overview:

FT is offering an unpaid internship to a dynamic and detail-oriented Sponsorship and Sales Intern. As a member of our team, you will play a vital role in identifying advertising partnerships for our digital shows/podcast and other content channels. You will be responsible for conducting market research to identify potential advertising partners, analyzing competitor activity, and

developing strategies to attract brands to collaborate with FT. This role offers an exciting opportunity to combine research skills with sales acumen, contribute to revenue growth, and help establish FT as a leader in the baseball content industry.

Like most of our company, this position is fully remote. While the internship is unpaid, we are happy to meet school requirements for academic credit.

Key Responsibilities:

- Conduct thorough research to identify potential advertising partners and sponsorship opportunities within the baseball industry and related sectors.
- Analyze competitor activity and industry trends to understand how other brands are leveraging podcast advertising and sponsorship opportunities.
- Develop targeted outreach strategies to engage potential advertisers, highlighting the unique value proposition of partnering with FT and tailoring proposals to meet their specific needs and objectives.
- Collaborate with the producers to create compelling pitch materials, presentations, and sponsorship packages that effectively showcase the benefits of advertising with FT.
- Build and maintain relationships with potential advertisers, serving as a primary point of contact and providing ongoing support throughout the sales process.
- Track and report on sales pipeline activity, including leads, opportunities, and revenue forecasts, using CRM tools and other sales management systems.
- Coordinate with the content team to ensure seamless integration of sponsored content and adherence to advertiser requirements and brand guidelines.

Qualifications:

- A minimum 10 hours of availability per week
- Strong research skills with the ability to gather and analyze market data effectively.
- Excellent communication and interpersonal skills, with the ability to build rapport and negotiate effectively with potential advertisers..
- Knowledge of the advertising landscape, including familiarity with different types of advertising formats and platforms (e.g., podcast advertising, digital advertising, sponsorships).
- Ability to work independently and manage multiple projects simultaneously, meeting deadlines and delivering results in a fast-paced environment.
- Passion for baseball and a solid understanding of the sports media landscape is a plus.

Benefits:

- Opportunity to play a key role in revenue generation and business development for a leading baseball content brand.
- Hands-on experience in sales, market research, and partnership development.
- Mentorship from experienced professionals in the industry.
- Potential for future advancement and growth within the company.

How to Apply:

If you're passionate about sales, research, and the world of baseball content, we want to hear from you! Please submit your resume and a brief cover letter outlining your interest in the position and relevant experience. Applications should be sent via Handshake or emailed to Internships@makeplays-media.com

<https://linktr.ee/foulterritory>

[Sponsorship & Sales Internship posting](#)

"We're an equal opportunity employer. All applicants will be considered for employment without attention to race, color, religion, sex, sexual orientation, gender identity, national origin, veteran or disability status."