

# Connor J. Lincavicks

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## SUMMARY

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Account management professional with a focus in gaming and esports, with leadership experience in partnerships, operations, and media. Proven record of growing community programs, managing collegiate leagues, and leading content teams. Combines business strategy and gaming industry expertise to deliver organizational growth and sponsor value.

## ESSENTIAL SKILLS

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| <ul style="list-style-type: none"><li>● Gaming &amp; Esports Partnerships</li><li>● Account Management &amp; Client Retention</li><li>● Sponsorship Activation &amp; Brand Integrations</li><li>● Stakeholder Relationship Management</li></ul> | <ul style="list-style-type: none"><li>● Live Event &amp; Tournament Execution</li><li>● Collegiate &amp; Community Program Operations</li><li>● Revenue Growth &amp; Budget Support</li><li>● Team Leadership &amp; Cross-Functional Collaboration</li></ul> |
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## WORK EXPERIENCE

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### Affinity Esports (CT) : May 2024-Present

*Program Coordinator (May 2024 – Jan 2025) → Customer & Membership Success (Jan 2025 – Mar 2025) → Partnerships Success Coordinator (Mar 2025 – Aug 2025) → Director of Partnership Success (Aug 2025 – Present)*

- Lead partnership strategy across 25+ active relationships, maintaining a 90% partner retention rate across collegiate and community programs
- Developed partner-facing proposal decks, sponsorship materials, and branded assets supporting multi-channel sponsor activations
- Expanded statewide esports programming by onboarding new community partners, contributing to a 50% increase in community-based events
- Managed Parks & Recreation department relationships across Connecticut through consistent engagement and issue resolution
- Coordinated multi-department program delivery to ensure alignment with partner goals and operational efficiency
- Maintained regular client communication, proactively resolving issues to strengthen long-term satisfaction
- Provided responsive on-call support to address client and program needs and prevent churn
- Supported onboarding and implementation for new programs, accelerating partner launch timelines by 40%
- Organized and scheduled seasonal esports programs, enabling year-over-year growth across spring and summer sessions

### College Halo — Head of Operations (Jan 2025 – Present)

- Directed operations for a 26-team collegiate league, securing 75% budget growth through new partnership acquisition
- Oversaw scheduling, competitive integrity, and staff coordination across 26 teams and multiple seasonal tournament cycles

### University of New Haven — Esports Media Manager (Jan 2025 – Present)

- Led a 14-member media team, overseeing digital content, graphics, and live broadcast production
- Increased student engagement across social and live broadcasts through optimized content workflows and team production standards

### NECC College CS2 League: — Assistant Manager (Sep 2025 – Present)

- Supported esports events, customer success, and community engagement across a 107-team collegiate CS2 league, ensuring consistent operations and player satisfaction

## EDUCATION

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### University of New Haven

#### West Haven, CT

*B.S. Business Management: May 2024 Focus: Gaming and Esports Management*