



JOB POSTING

Position: Suite Sales Manager
Reports To: Director of Suite Sales & Service
How to Apply: www.chicagobears.com/jobs

About the Role

The Chicago Bears are looking for a professional, highly motivated, coachable individual with a passion for driving sales revenue. We're currently hiring for a **Suite Sales Manager** responsible for selling new multi-year executive and skyline suites on a full season, half season, and single game basis, while assisting in renewing current suite and skyline partners. This is a full-time sales position responsible for achieving measurable financial results. Compensation will consist of base salary, plus sales commission and the potential for bonus. Based out of our downtown offices (123 N. Wacker Drive, Chicago, Illinois), the role requires some travel to client meetings and our headquarters (1920 Football Drive, Lake Forest, Illinois) and does not manage other staff.

Who We Are

The Chicago Bears strive to advance our mission of winning championships by conducting ourselves with humility, integrity, and a strong work ethic. We want you to help us achieve our goals and to be part of the one of most storied franchises in all of sport. We offer our employees professional development, competitive salaries, excellent health and retirement benefits, and an environment where our talent and contributions are valued by the club and the community.

Our Commitment to Diversity, Equity & Inclusion

The Chicago Bears organization continues to deepen its commitment to establishing an inclusive, equitable work environment that reflects the diversity within our communities and fan base. We value, respect and appreciate diversity at all levels, on and off the field, and are guided by a vision of success that includes integrating diversity, equity, and inclusion into our club's DNA and culture.

Responsibilities

- Secure new multi-year suite sales and renewals to achieve annual revenue goals
- Majority of focus prospecting, cold calling, appointment setting, executing sales presentations, and closing multi-year suite and skyline partnerships. A heavy emphasis is placed on face-to-face and virtual sales presentations.
- Set and conduct out of office sales meetings throughout the Chicago Metro Area
- Accountable for a certain level of activity, appointment goals, and sales initiatives
- Analyze the specific business development and client hospitality needs of prospects
- Write effective proposals, utilizing all available assets, which are on target with the prospects needs
- Candidate must be a skilled negotiator with the ability to effectively present in front of individuals and groups
- Develop meaningful business relationships with existing and potential Bears partners
- Work closely with the suite service team to ensure current clients receive complete fulfillment of benefit packages
- Record accurate and thorough daily records of prospecting and client activity in CRM.
- Assist with Team marketing events and initiatives
- Performs other duties and projects as assigned

Qualifications

- Bachelor's Degree in Business, Communications, Sports Management or related field
- Minimum of 2-4 years of prior B2B sales experience
- Proven track record of cultivating and closing six figure annual corporate hospitality deals
- Proven ability to effectively influence and communicate with C-level clients
- Must be self-motivated and adept at working both independently and as part of a team

CBFC is an Equal Opportunity Employer



- Can handle multiple projects with strong time management and organizational skills
- Demonstrate flexibility and creative problem-solving skills
- Strong oral and written communications skills. This includes the ability to speak clearly and persuasively in positive or negative situations, listen, possess excellent group presentation skills, willingness to actively participate in meetings.
- Ability to develop outstanding internal and external business relationships.
- Proficient computer skills and understanding of Microsoft Outlook, Power Point, Word, Excel, & Microsoft CRM
- Ability to work non-traditional hours, in non-traditional settings. This includes all home games (or other work events) that fall on nights, weekends, and/or holidays.

This list of position functions is not all-inclusive and may be supplemented or modified.