



Job Title: Manager, Premium Partnerships

Department: Premium Partnerships

Reports To: Vice President, Premium Partnerships

Founded by Josh Harris and David Blitzer, Harris Blitzer Sports & Entertainment (HBSE) includes in its portfolio the Philadelphia 76ers, the New Jersey Devils, leading venue Prudential Center in Newark, N.J., the GRAMMY Museum Experience Prudential Center, the Delaware Blue Coats, the Binghamton Devils, the Sixers Innovation Lab Crafted by Kimball, and renowned esports franchise Dignitas. Led by some of the best and brightest minds across a diverse spectrum of industries, HBSE positions itself as one of the most pioneering, innovative global sports and entertainment businesses to date. HBSE also strives to positively impact the local communities in which it operates through the powerful platform of sports.

HBSE offers an energetic work environment built on collaboration, growth, and a quest to excel in everything we do. Prudential Center in downtown Newark, N.J. hosts more than 175 concerts, family shows and special events annually and is the fourth-ranked sports and entertainment venue in the U.S. by Pollstar and Billboard. It is home to the New Jersey Devils, a renowned NHL franchise with three Stanley Cup championships and a proud, passionate fan base. Prudential Center is also home to the brand-new GRAMMY Museum Experience, the first and only of its kind on the east coast.

Position Overview:

The Manager, Premium Partnerships is responsible for developing and implementing marketing plans and proposals targeted to potential premium hospitality partners. The Manager will partner with other key departments to draft and negotiate premium hospitality deals with corporate partners.

Responsibilities include, but are not limited to the following:

- Developing customized and targeted marketing plans and proposals in furtherance of the New Jersey Devils and Prudential Center’s strategies for optimizing revenue and profitability through enhanced premium seating account relationships;
- Providing high level of service to all accounts and participating in department retention efforts during renewal campaigns;
- Developing targeted proposals for potential clients ;
- Negotiating and drafting corporate partner contracts for new clients in accordance with brand standards and company guidelines;
- Attending and periodically leading weekly departmental sales, marketing, and game-related activation meetings;
- Presenting marketing and sales strategies to key decisions makers via inbound and outbound phone calls, in and out of office meetings/presentations, arena tours and other effective means;
- Tracking and managing business leads, utilizing systems to effectively manage current and prospective client data, ultimately resulting in increased sales;
- Attending all home games and special events to ensure fulfillment of partnerships and entertain current & prospective partners;
- Performing all other tasks and responsibilities as directed.

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Qualifications (educational, experience, & basic knowledge requirements):

- Bachelor’s Degree required;
- 3+ years of high end sales experience;
- Knowledge of Sports & Entertainment business preferred.
- Must be able to develop and nurture relationships with partners;
- Must be a strategic and critical thinker who is dynamic, forward thinking, extremely analytical and well organized;
- Must be able to maintain confidentiality and use upmost discretion when privy to sensitive information;
- Must possess outstanding problem solving capabilities to address and resolve issues that face a growing enterprise;
- Must have the ability to demonstrate uncompromised judgment and discretion with regard to interpersonal relationships;
- Results and bottom-line oriented yet will possess sensitivity towards people and values;
- Must possess a strong research background and be an “out-of-the-box-thinker”;
- Must have the ability to rise to the challenge and provide the hard work necessary to succeed;
- Must be self-confident, resilient and possess a high energy level and enthusiasm;
- Must have well-developed interpersonal skills and the ability to relate to a wide variety of audiences, demonstrating strong communication skills;
- Must be comfortable with engaging in a variety of different communicative modes (verbal, non-verbal, and written) and being attuned to others through strong active listening skills;
- Must have a strong sense of self-awareness and emotional intelligence;
- Must be flexible & reliable team player, both within own department and within company as a whole;
- Must possess a strong ability to manage one’s own time and prioritize tasks;
- Must have the ability and willingness to maintain an impeccable professional appearance.

Working Conditions:

Travel Requirements: May be required to travel on rare occasions (<5% travel); trips may require air travel and/or overnight stay for one or more nights.

Physical Demands: This position requires the ability to lift up to 10 pounds.

Work Environment: This position generally requires that work be performed from the Prudential Center/New Jersey Devils offices, but attendance at events taking place in the arena or offsite, including on weekends and/or holidays, may be required.

Harris Blitzer Sports & Entertainment and all its subsidiaries are an Equal Opportunity Employer (EOE)

Employee Name Print

Employee Signature

Date

Manager Name Print

Manager Signature

Date

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