



## **BSE GLOBAL JOB DESCRIPTION**

**Job Title:** Vice President, Premium Seating  
**Department:** Ticketing  
**Reports to:** Senior Vice President, Ticketing & Premium Seating

### **SUMMARY:**

BSE Global (“BSE”) is a multifaceted sports and entertainment business that brings people together to experience music, sports, and culture through our teams and venue. Through these experiences and in our workplace, we strive to elevate our business, grow our fan base, and cultivate a community anchored in belonging and inclusion in every aspect, on and off the court.

### **SUMMARY**

We are looking for a Vice President to serve as the strategic revenue-driving and retention lead for all Suite, Club & Loge initiatives for the Brooklyn Nets and The Barclays Center. This position will lead all aspects of the strategy, execution and leadership of all teams responsible for the acquisition and retention of Premium Suite License & Club Memberships.

In this role, you will inspire your teams to establish and execute a comprehensive business plan heading into each season and will be expected to increase revenue through annual suite licenses, premium memberships, as well as packaged and individual suite sales. Additionally, you will spearhead planning conversations regarding pricing and budget scenarios, while being the subject matter expert on premium trends and innovation. This position reports to the Senior Vice President, Ticketing & Premium Seating.

### **ESSENTIAL DUTIES AND RESPONSIBILITIES:**

- Lead Premium Sales and Premium Service teams to meet and exceed established annual revenue goals
- Create a strategy maximizing all multi-year premium product revenue, including any new capital expenditure projects within the premium portfolio.
- Recruit and train best-in-class premium seating department
- Manage relationship with our hospitality partner Levy Restaurants to ensure a world class premium experience for all premium seating and suite clientele
- Develop, lead and inspire a positive team culture focusing on cross collaboration with internal stakeholders including but not limited to: Ticketing, Partnerships, Marketing, Legal, Finance, Business Intelligence and Operations
- Lead and develop a multi-phased targeted campaign strategy against the premium seating department’s sales cycle
- Create innovative prospecting strategies to support the identification and generation of new suite and premium revenues
- Arm sales teams with tools, marketing materials, and resources to generate new business and retain current licensees and members.

- Develop effective tracking and reporting tools to provide accountability towards revenue and retention goals
- Provide advocacy and leadership in assisting team in the negotiation of new sales and multi-year suite lease agreements
- Work as part of leadership team to manage BSE Global's CRM system including the development of campaign dashboards
- Establish and oversee department P&L to ensure accuracy and year-to-date tracking
- Build positive relationships with clients and prospects via networking, speaking engagements, one-on-one dinners, prospect sampling and seat visits at games, open houses at arena, and offsite meetings
- Participate in community and industry-related events, conferences, associations that enhance our reputation and potential for success while building new relationships with local, regional and national leaders
- Construct and deliver executive level communications and negotiations with clients

### **Education and Experience**

- Bachelor's degree required; Master's degree preferred.
- 10+ years of related sales experience.
- 5+ years of management experience.
- Sports and/or arena industry experience preferred.
- Multiple languages preferred

### **Knowledge/Skills/Abilities**

- Must be self-confident, resilient, team player and possess a high level of enthusiasm;
- Must be dynamic, forward-thinking, extremely analytical and well organized;
- Must have strong strategic thinking and planning skills;
- Must have advanced digital/social media skills as well as strong experience utilizing Excel, PowerPoint, Outlook and Word software;
- Must have the presence, visibility and record of accomplishment which will enable him/her to immediately establish credibility both within the organization and with individuals outside;
- Must possess problem solving capabilities to address and resolve issues that face a growing enterprise. When necessary, he/she will be a strong and effective negotiator, comfortable in both complex negotiations as well as sophisticated business situations;
- Must be comfortable engaging in a variety of different communicative modes (verbal, non-verbal, and written) and being attuned to others through strong active listening skills;
- Demonstrates the upmost level of personal and professional integrity;
- Must produce results and be bottom-line oriented yet will possess sensitivity towards people and values;
- Must have the ability to demonstrate uncompromised judgment and discretion with regard to interpersonal relationships;
- Must have Global and Cultural Awareness;
- Must have a strong sense of self-awareness and emotional intelligence;

### **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.

### **Work Environment**

Works primarily in an office environment but is expected to attend games and other events on evening's weekends and holidays.

*We are an Equal Employment Opportunity ("EEO") Employer. It has been and will continue to be a fundamental policy of BSE not to discriminate on the basis of race, color, creed, religion, gender, gender identity, transgender status, pregnancy, marital status, partnership status, domestic violence victim status, sexual orientation, age, national origin, alienage or citizenship status, veteran or military status, disability, genetic information or any other characteristic prohibited by federal, state or local laws.*

**The Company requires that all individuals, subject to certain limited exceptions, be fully vaccinated against COVID-19. The Company will consider requests for reasonable accommodations regarding this requirement.**