



WELLS FARGO CENTER



Title:	Group Sales Manager, Philadelphia Flyers & Wings
Company:	Spectrum Arena, LP (Wells Fargo Center)
Location:	Wells Fargo Center (Philadelphia, PA)
Status:	Full-Time
Reports to:	Group Sales Sr. Director
Supervises:	None
Closing Date:	Open Until Closed/Filled

Company Overview:

Comcast Spectacor is a distinct leader in the sports and live entertainment industry and home of the Philadelphia Flyers and Philadelphia Wings. Our broad portfolio of professional sports teams, combined with our proven expertise in hosting events, fuels our winning culture. We have a passion for excellence that ignites our teams and elevates every fan experience.

Job Summary:

The Sales Manager will oversee a staff of sellers and ensures each individual representative is set up for long term success with the company. The Sales Manager will plan and execute sales campaigns for the Philadelphia Flyers and Philadelphia Wings. They will also hold representatives accountable for their goals and provide direction through coaching sessions. The Sales Manager will collaborate with internal and external departments to create a dynamic relationship and motivate the sales team to exceed department goals.

Qualifications:

- Bachelor's Degree from accredited college/university in related field
- 3 years sales experience, preferably in the sports & entertainment field
- Minimum of 1 year experience as Senior or Manager role within a sales organization
- Excellent organizational skills, leadership skills, communication, and time management skills
- Enthusiastic teacher – innovative with a growth mindset
- Knowledge of various ticketing technology
- Salesforce knowledge a plus
- Able to manage multiple deadlines
- Effective data processing and analytical skills
- Proven team player with competitive and dedicated attitude
- Demonstrated ability to work independently and manage numerous business relationships in a professional manner
- Ability to work nights, weekends, and holidays required

Essential Job Functions:

- Manage, motivate, develop, and coach a staff of sales representatives
- Develop consistent training sessions that will help develop staff

- Assist with onboarding new staff members to be set up for long term success
- Plan and execute sales campaigns for the Philadelphia Flyers and Philadelphia Wings
- Organize various ticket offers and influence new revenue generating ideas
- Assist with managing game day execution of all ticket initiatives and experiences
- Assign leads to staff and track progress of campaigns
- Organize reporting and benchmarking for all staff members
- Analyze and communicate data clearly and effectively on a weekly basis
- Work closely with marketing, box office, arena operations, and tour promoters
- Plan and execute sales contests
- Identify, explore, and research new sales growth opportunities for the department
- Perform other duties and responsibilities as assigned