



ABOUT ELEVATE SPORTS VENTURES:

Elevate Sports Ventures is a best-in-class sports and entertainment consulting firm, providing proven, innovative solutions to organizations across the international sports and entertainment landscape. Elevate provides thoughtful insights that empower sports teams, leagues, brands, venues, events and properties with comprehensive, revenue-driving solutions. Elevate's unparalleled combination of agency and operating experience, along with proprietary products and solutions, maximizes efficiencies in Partnership Sales and Consulting; Hospitality Sales and Strategy; Brand Representation; Experiential Design; Feasibility and Revenue Consultation for New and Renovated Venues; Consumer Insights, Research, Strategy and Analytics; and more. Elevate boasts an active client roster of over 175 sports teams, brands, venues, events and properties from among the NFL, NBA, NHL, MLB, MLS, NWSL, professional US and international football, professional tennis, MMA, motorsports and horse racing, college athletics and more. For more information, follow Elevate on Twitter (@ElevateSV) and LinkedIn.

Director of Experiences – OVERVIEW: The **Director, Experiences** will be responsible for crafting experiences for fans from start to finish. This Director will lead the ideation and execution of travel and hospitality programs around sports and entertainment events. This role will also act as the primary point of contact for our client hospitality programs and will focus on bringing itineraries to life, creating memorable moments for fans.

This position will be responsible for developing strong relationships with the wider hospitality and travel industries while delivering high quality programs that exceed both internal and external expectations. They are focused on driving client satisfaction, creating strategic solutions, and retaining our most important hospitality relationships.

The ideal candidate must combine an entrepreneurial mindset, relentless work ethic, an optimistic team-first attitude, and a successful track record of procuring unique experiences, producing events, managing travel programs. and building strong client relationships.

RESPONSIBILITIES:

Product Development

- Lead creation of new experiences, events, corporate programs and other offerings around sports & entertainment events from initial ideation and strategy development through execution.
- Leverage insights to assess feasibility, potential limitations, profitability, and marketability.
- Source, negotiate and manage contracts with preferred vendors for event production, transportation, hotels, meeting space, food and beverage, destination management companies, restaurants, talent, and other industry related vendors.

Client Service

- Plan and activate client programs for corporate and private clients including travel, private dinners, talent management, gifting, hospitality programming, and bespoke experiences
- Cultivate authentic relationships with client accounts and external to ensure a high quality experience is delivered while creating new opportunities

- Execute exclusive gifting, bespoke events, curated experiences, and trip itineraries while facilitating special requests and access in order to exceed client expectations

Event Management

- Managing the build out and execution of hospitality events, curated experiences and travel programming – including managing timelines and deadlines
- Coordinate event operations, logistics, staffing, inventory management, and product development
- Lead all fan communication responsibilities including but not limited to: design, messaging, processes, and contact management.

QUALIFICATIONS:

The qualifications listed below represent the credentials necessary to perform the essential functions of this position. To be successful in this position, an individual must be able to perform each essential duty satisfactorily. Reasonable accommodation may be made to enable individuals with disabilities to perform the essential functions.

A. Education and/or Experience

- 5+ years of corporate event planning, travel program planning, client service, sponsorship management, or event marketing experience.
- Certified Meeting Professional or Licensed Travel Agent experience preferred
- Proven track record of successfully designing and executing high end corporate hospitality, bespoke events, and/or curated travel programs.

B. Knowledge/Skills/Abilities

- Innovative problem-solving abilities and decision-making skills required, in addition to prioritization, and planning skills.
- Demonstrates a consistent sense of urgency coupled with meticulous attention to detail.
- Self-Starter who possesses an entrepreneurial spirit and does what it takes for the betterment of the team
- High energy and adaptable in a constantly evolving environment and can multi-task
- Strong interpersonal, written, and verbal communication skills
- Must be willing to work non-traditional hours, including weekends, holidays and events as required

WORKING CONDITIONS

Travel Requirements

- Occasional travel will be required

Physical Demands

- Ability to lift up to 30 lbs.
- Ability to set up and breakdown event material

Work Environment

- Must be willing to work non-traditional hours, including weekends, holidays and events as required

POSITION DETAILS:

- Full Time, Exempt
- Medical, Dental, Vision, Life, Short-Term & Long-Term Disability Insurance + FSA, HSA, and more
- 401k Employer Match after meeting eligibility requirements
- Unlimited PTO, Paid Parental Leave

This position is open to all qualified candidates. If you need assistance or an accommodation due to a disability in connection with the application process, you may contact us at HR@elevatesv.com.

We are proud to be an equal opportunity/veterans/disabled/ LGBT employer. We celebrate diversity and are committed to creating an inclusive environment for all employees. All employment is decided on the basis of qualifications, merit and business need, without regard to race, color, religion, gender, sexual orientation, national origin, disability status, protected veteran status, genetic information, or any other characteristic protected by applicable law.