



MANAGER OF SALES CIRCUIT OF THE AMERICAS

ABOUT CIRCUIT OF THE AMERICAS:

Circuit of The Americas is the premier destination for world-class motorsports and entertainment in the United States. Set on 1,500 acres in the rolling hills just outside downtown Austin, Circuit of The Americas has hosted the biggest names in racing, action sports and music since 2012. At its heart is a 3.41-mile racetrack that was designed to challenge the world's most exacting competitors while providing a thrilling spectacle for audiences.

It is home to the UNITED STATES GRAND PRIX and Red Bull Grand Prix of The Americas and has played host to ESPN's X Games, the FIA World Endurance Championship, IMSA WeatherTech SportsCar Championship, Pirelli World Challenge and more. Nestled within the track is Germania Insurance Amphitheater, the largest permanent outdoor amphitheater in Central Texas, and its 251-foot signature observation tower. This unique treasure in the Live Music Capital of the World has hosted some of the biggest names in music and entertainment, including Texas icon Willie Nelson, Jimmy Buffett, KISS, Nine Inch Nails, Kanye West, Kenny Chesney, Drake, Maroon 5, Muse, Kelly Clarkson and dozens more.

ABOUT ELEVATE SPORTS VENTURES:

Elevate Sports Ventures is a best-in-class sports, entertainment, and brand agency that provides proven and innovative solutions in hospitality and partnership sales, marketing, data and analytics insights, and brand representation to organizations across the global sports and entertainment landscape.

Formed in partnership between the San Francisco 49ers, Harris Blitzer Sports & Entertainment (HBSE), Oak View Group (OVG), and Ticketmaster/Live Nation in 2018, Elevate is spearheading the most prestigious and dynamic new stadium and redevelopment projects in the world, including the Seattle Kraken's Climate Pledge Arena, the New York Islanders' UBS Arena, and Co-op Live in Manchester, England. Highlights among 30+ other clients and current projects include the USGA, USTA, St. Louis CITY SC, FIFA World Cup 2022, and EuroLeague Basketball.

MANAGER, SALES – OVERVIEW:

The Manager of Sales will play a key role in leading and managing the sales department responsible for all premium revenue including suites, premium seating, and other ticket hospitality inventory for Circuit of the Americas. This role will also be responsible for generating revenue through premium sales products and account renewals.

RESPONSIBILITIES:

- Identify, recruit, hire and train sales team of Account Executives
- Manage, supervise, motivate, and provide leadership to sales team on a day-to-day basis
- Provide guidance on the sales process with every team member, including assistance with prospecting, qualifying potential clients, presenting opportunities and attending meetings
- Evaluate the daily activities of the sales team and provide regular feedback, training and coaching during weekly reviews and department meetings
- Play a key role in the planning and implementation of all outbound sales efforts, including product launches, sales events, seller incentives, and buyer incentives, focused on premium products
- Regularly measure and report to Director on the budget and effectiveness of sales campaigns, offerings, and staff performance, and provide strategic recommendations
- Meet or exceed revenue targets related to premium products
- Responsible for outbound outreach; generate own leads through referrals, networking, social selling and effective research
- Represent Elevate, Circuit of the Americas, and other partners of the venue professionally
- Represent the organization at various events and programming to showcase sales opportunities with the purpose of selling, networking, gathering leads and prospects
- Contribute positively to a competitive sales team culture and participate in sales team meetings and training sessions

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

- Bachelor's degree, or equivalent experience required
- 3+ years of experience in premium or ticket sales
- 1+ years in management role leading a premium or ticket sales team
- Proven ability to develop and train staff and identify future sales candidates
- History as a top revenue producer for a sports and/or entertainment organization
- Track record of achieving and surpassing sales goals

B. Knowledge/Skills/Abilities

- Must have a strong sense of self-awareness and emotional intelligence, strong interpersonal conflict resolution, and problem-solving skills;
- Must have an interest and ability in serving others as one of the primary functions of their job;
- Must possess 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 be able to identify problems, their sources, and their potential solutions while continuing to successfully conduct day-to-day operations without interruption;
- Must have good decision-making skills, solid judgment and interpersonal effectiveness;
- Must be flexible & reliable team player, both within own department and within company as a whole;
- Must be commercially focused on achieving and surpassing revenue goals within a highly sales focused organization
- Must have truly outstanding customer service and interpersonal communication skills;
- Must be self-directed and able to work independently;
- Must have the ability to maintain professional behavior and appearance;

C. Certifications

- None required

WORKING CONDITIONS

- Travel Requirements
 - May be required to travel on rare occasions
- Work Environment
 - The incumbent primarily works in an office environment, however, is expected to attend all events

We are an equal opportunity employer, and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status, or any other characteristic protected by law.