

# **ELEVATE**

**ELEVATE SPORTS VENTURES**  
**VICE PRESIDENT, PROPERTY CONSULTING**

## **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 Blitz 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.

## **VICE PRESIDENT, PROPERTY CONSULTING – OVERVIEW:**

Elevate is looking for an analytic and thoughtful corporate partnerships veteran whose experience will help us maximize revenue opportunities for our team, league, and sports property clients in our newly emerging Property Consulting specialty.

Our ideal candidate will have a wealth of experience on the team side, specifically in corporate partnerships, and can understand and anticipate the unique and evolving needs of sports properties in a quickly-changing partnerships landscape. They will quickly earn the respect of our clients: C-Level team executives and ownership groups, be able to manage and lead a team and be prepared to translate hard data into actionable advice that can move the needle.

If this sounds like you, we want to talk to you about joining us in the sports industry's most dynamic solutions-driven agency in a brand-new role. Our Vice President of Property Consulting will be tasked with helping us create great outcomes for a deep, and quickly growing roster of NFL, NBA, MLB, NHL, MLS, College, and property clients.

## **RESPONSIBILITIES:**

- Help to further develop our unique approach to sponsorship analytics and consultation: We want to better position our world-class team to understand, anticipate, and drive results for our property and brand clients, specifically in their sponsorship efforts
- Lead a team to execute high-quality and demanding project work that is on time, and consistent in exceeding expectations
- Help us quantify results, create killer case studies, and grow our client roster
- Build relationships and trust with our clients: C-level executives at teams, colleges, and sports properties
- Collaborate daily with a diverse, multi-talented team that has high standards and a fast pace

## **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
- 10+ years in Partnerships; team side preferred

### **B. Knowledge/Skills/Abilities**

- Team Partnerships Experience that we can put to work for our clients
- Fantastic References: Elevate is a culture-first organization where we love what we do, and getting along is a priority
- A Motor: You will be joining a team of self-starters spread across the country who don't need micromanagement, so we're looking for someone with that same profile

- Leadership and Project Management Experience: Our VP of Property Consulting will be in a leadership role and entrusted with our most valuable asset, our clients. They need to be someone who is reliable, keeps their team accountable, earns the respect of our clients, and shows up ready to go.
- A Dual-Tracked Mind - we're looking for someone who is highly proficient from both left- and right-brained perspectives (i.e., data-driven problem-solving capacities with strong writing and storytelling capabilities)

#### **WORKING CONDITIONS**

##### ***Travel Requirements***

- Travel will be required

##### ***Work Environment***

- Office environment

*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](mailto: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.*