



Position: Director, 76ers Ticket Sales

Department: Ticket Sales & Service

Reports to: Vice President, 76ers Ticket Sales

Classification: Full Time, Exempt

Position Summary:

The Philadelphia 76ers and Harris Blitzer Sports & Entertainment are looking to hire a Director of Ticket Sales to lead the strategy and execution of all 76ers new business ticket sales, including New Season Tickets, Partial Plans, Group Sales, and Nightly Suite Sales. As Director of Ticket Sales, you will be responsible for the day-to-day leadership of multiple managers and their teams, in addition to the creation, launch, and oversight of multiple new business sales initiatives.

**Harris Blitzer Sports & Entertainment is an Equal Opportunity Employer (EOE).*

ABOUT HARRIS BLITZER SPORTS & ENTERTAINMENT (HBSE):

Harris Blitzer Sports & Entertainment (HBSE) owns and operates the Philadelphia 76ers (NBA), New Jersey Devils (NHL), Prudential Center, GRAMMY Museum Experience Prudential Center, Delaware Blue Coats, Binghamton Devils, Sixers Innovation Lab Crafted by Kimball, and renowned esports franchise, Team Dignitas.

HBSE has attracted the industry's top leadership talent from the NBA, NFL, NHL, MLB, MLS, and NCAA, resulting in one of the most exciting, rewarding, and dynamic work environments within the entire sport industry.

Responsibilities include, but are not limited to the following:

- Create, launch, and lead the success of new business ticket sales initiatives
- Support growth of new sales revenue within full season, partial plan, group sales and premium sales
- Lead, motivate, develop, and retain a team of elite ticket sales managers and their staffs – preparing them for future succession and opportunity within HBSE
- Monitor, manage and evaluate staff performance on an ongoing basis; establish and communicate clear sales revenue and training goals and follow up with your team with appropriate feedback and direction for development
- Responsible for on-sale of all new business ticket sales products; including, but not limited to: timeline, e-marketing campaigns, in-game and external marketing integration, inventory management, and online activation
- Develop department business plan, training strategy, scripts, policies and procedures
- Work with other managers to develop strategic call campaigns, new sales packages and opportunities for new sales that drive incremental revenue opportunities
- Develop and execute relationships with other departments including Creative, CRM, Game Operations, CRM, Community Development and the Arena
- Resolve seating problems/concerns/issues related to new sales
- Perform additional duties as assigned

Qualifications (educational, experience and basic knowledge requirements):

- 3+ years of sales experience, with a consistent track record of achieving sales goals/targets
- 2+ years of management experience; with 2 years managing multiple direct reports
- Bachelor's Degree, Business or Sport Management preferred
- Proficiency in basic software programs (Microsoft Word, Excel, PowerPoint, Outlook)
- Proficiency in Archtics, Paciolan, DSA, or similar ticketing software
- The ideal candidate is organized, creative, enthusiastic, analytical and possesses excellent interpersonal skills