

CHICAGO CUBS POSITION DESCRIPTION

JOB TITLE: Manager, Group Sales
DEPARTMENT: Ticket Sales
ORGANIZATION: Marquee 360
REPORTS TO: Senior Director, Ticket Sales
FLSA STATUS: Exempt

BEING PART OF THE TEAM

Our business is a team sport that began on a field with baseballs and bats and has evolved into one of the most recognizable brands in sports and entertainment through Cubs baseball and live events. Our success is driven by our people, who work to create and inspire change in an engaging, collaborative and inclusive environment. As a team, we continue to build a culture on and off the field that delivers unforgettable experiences for one another, our fans and community. In support of that effort, we expect associates to work primarily in our office. Are you ready to be part of it?

OUR STORY

MARQUEE 360 is a team built of thinkers, stewards and uniters of strong brands, iconic places and unforgettable experiences in sports, music and entertainment. We don't just sell - we build and find meaningful ways to bring brands, places and people together through unique partnerships, activations, live events and hospitality.

ROLE

The Manager, Group Sales is responsible for leading the Group Sales team and ensuring the achievement of organizational revenue targets associated with net-new sales and renewal of Group Tickets and Special Ticket Offers. This management role is responsible for recruiting, hiring, and training Group Sales associates and establishing the sales processes and campaigns to ensure the success of the department.

RESPONSIBILITIES

- Lead overall campaign preparation and execution to sell and renew Group Tickets, Special Ticket Offers, and mini ticket packs at Wrigley Field.
- Train and develop the skills necessary for the net-new sales and renewal of Group Tickets and Special Ticket Offers.
- Manage lead generation and ecommerce strategy in collaboration with Marketing, Ticket Operations, Major League Baseball, and Senior Director, Ticket Sales
- Build and execute a defined CRM sales strategy that is consistent among sales team
- Forecast and track revenues across all core products
- Thorough recruitment efforts to hire top talent as needed
- Meet or exceed all operational and revenue targets

REQUIRED QUALIFICATIONS

- Bachelor's degree from an accredited university
- Minimum of one year of sports sales management / leadership experience
- Demonstrated ability to achieve and exceed revenue targets

- Demonstrated ability to lead and motivate in a team environment
- Ability to work non-standard hours including nights, weekends, and holidays
- Proficiency with Microsoft Office suite

PREFERRED QUALIFICATIONS

- Proficiency in creating and executing sales campaigns within Salesforce.com
- Proven leadership ability in the sports and entertainment industry
- Ability to multi-task and manage projects on strict deadlines