

Manager, Premium Sales

The United Center, a premiere sports and entertainment facility, home of the Chicago Bulls and the Chicago Blackhawks, seeks a well-organized and motivated individual to be their Premium Sales Manager.

The Premium Sales Manager will have a wide range of responsibilities to help the United Center Premium Department function at its highest level. The Premium Sales Manager will be responsible primarily for the growth of our season suite licenses and premium club sales through direct selling plus leadership of our sales team. Premium inventory incorporates Chicago Bulls, Chicago Blackhawks and United Center Concerts/Special Events. Heavy emphasis will be placed on the implementation and execution of effective sales processes, and the professional development of the Premium Sales team.

Ideal candidate must possess 4-6 years of sales experience, strong business sales acumen and leadership abilities to ensure that departmental and organizational goals are met.. Candidate should also have the ability to function in a fast-paced environment; have a passion to coach and develop sales professionals, possess a positive attitude, self-confidence, enthusiasm, professionalism, and a very strong work ethic.

RESPONSIBILITIES INCLUDE:

- Managing and providing leadership for Premium Sales Executives.
- The management and performance of the Premium Sales team, who are responsible for driving sales of selling our full menu of all premium products.
- Supporting Premium Sales staff by evaluating sales calls and attending out of office, virtual and arena appointments.
- Executing one-on-ones with sales executives to reinforce sales processes and provide continual feedback.
- Achieving personal annual sales revenue goals.
- Generating out of office, virtual and United Center appointments to establish new opportunities with top area businesses.
- Assisting in establishing KPI's and benchmarks for all Premium Sales Executives.
- Developing recommendations for new (or enhancement of) premium product offerings, budget utilization and sales strategies for the premium department.
- Collaborating with leadership team to develop and efficiently maintain all sales campaigns and lead distribution in CRM.
- Assisting in identifying and implementing new technology platforms to help efficiently cultivate and nurture new business clientele.
- Assisting in the development of premium amenities and responsible for knowledge of all aspects of all ticket products.

- Assisting in creating new sales packages, opportunities for new sales, and internal sales contests/initiatives.

The ideal candidate must also have the ability to work some event nights, including weekends and holidays, to assist in smooth operations and excellent service for all Premium Seating Members.

The United Center is committed to cultivating and preserving a culture of diversity, equity, accessibility, and inclusion. Our diversity initiatives start with the recruitment and selection process. We welcome all candidates to apply.