



## **BSE GLOBAL JOB DESCRIPTION**

**Job Title:** Director, Premium Development  
**Department:** Global Partnerships & Premium Development  
**Reports To:** Director, Premium Development

### **SUMMARY**

BSE Global (“BSE”) is a multifaceted sports and entertainment business that brings people together to experience music, sports, and culture through our teams and venue. Through these experiences and in our workplace, we strive to elevate our business, grow our fan base, and cultivate a community anchored in belonging and inclusion in every aspect, on and off the court.

BSE Global is seeking a Director of Premium Development who is an established, driven, and successful salesperson; with a proven track record of selling high-end product & strategic partnerships. This individual must be self-motivated, leads by example, and possess the skills required to sell Suite Licenses at Barclays Center. The ideal candidate is hard-working, strong-charactered, organized, creative, and passionate about their craft. To optimize success, this team member must be able to effectively position, promote and sell in the most competitive, fast-pace marketplace in sports and entertainment. (Please note this role is not responsible for managing staff)

### **ESSENTIAL DUTIES AND RESPONSIBILITIES**

- History of securing multi-year, seven figure, annual Suite License Partnerships to decision makers of top corporations and high net worth individuals
- Follows procedures and programs for outbound suite sales efforts that include aggressive prospecting, lead generation, pipeline management, data capture and database management
- Able to identify business opportunities by establishing professional and personal networks and proactively follow up on all sales leads
- Utilize company Salesforce CRM system to manage accounts, pipelines, activity, and productivity measurements
- Compiles weekly sales reports, call reports and updates on appointments
- Conducts personalized sales presentations as required to support the Suite License sales process
- Meets individual sales goals and targets
- Other duties as assigned by Direct-Report

### **Education and/or Experience**

- Bachelor’s degree or higher
- Minimum of (8) years of sales experience preferably with a professional sports team, league, hospitality, or entertainment organization
- B2B sales experience required
- Sales experience in the New York tri-state area a plus
- Bilingual Preferred



### **Knowledge/Skills/Abilities**

The ideal candidate must exhibit & possess:

- Strong rolodex of relationships with high level business executives in the New York metropolitan area
- Keen attention to detail, strong conflict resolution, problem solving and decision-making skills
- Excellent written and spoken communication
- Be self-confident and resilient, and maintain a high level of energy and enthusiasm
- Flexible and reliable standout colleague, always acting in the best interest of their department and the company as a whole
- Ability to create and maintain productive, positive relationships internally and externally through strong communication and interpersonal skills
- Demonstrates a strong ability to manage one's own time and prioritize tasks when given clearly defined goals and objectives

### **Travel Requirements**

May be required to travel on rare occasions (<5% travel); trips may require air travel and/or overnight stay for one or more nights

### **Work Environment**

Works primarily in an office environment but is expected to attend games and other events on evenings, weekends, and holidays

*We are an Equal Employment Opportunity (“EEO”) Employer. It has been and will continue to be a fundamental policy of the Company not to discriminate on the basis of race, color, creed, religion, gender, gender identity, transgender status, pregnancy, marital status, partnership status, domestic violence victim status, sexual orientation, age, national origin, alienage or citizenship status, veteran or military status, disability, genetic information or any other characteristic prohibited by federal, state or local laws.*