



### **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 Blitzer 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.

### **DATA ANALYST, INSIGHTS – OVERVIEW:**

Elevate Sports Ventures is looking for individuals to join our fast-growing consulting team in the sports and entertainment industry. You will support project objectives and help structure problems, conduct primary and secondary research, analyze business operations, develop presentations, and support project implementation. This role will cover a range of services across our business, including fan experience, operational performance, hospitality design, partnership sales, and brand representation.

The primary directive of the Elevate Business Intelligence team is “to ensure the accessibility and reliability of data and insights so that our team is empowered to tell its story.” As part of this team, you will help maintain and grow the internal infrastructure of the organization, managing and consolidating the data that forms the basis of our analysis. Along with client-facing project work, you will be on the forefront of the development of our data lake, growing our knowledge share materials, and ensuring data security compliance. If you’re just as comfortable querying a database as you are presenting to a client, if you have a favorite Excel formula and also a preferred image treatment, this is the role for you.

This position will be based in Charlotte, NC. The role will require the ability to work flexible schedules, including weekends and holidays.

### **RESPONSIBILITIES:**

- Support projects focused on helping clients improve revenues, business efficiency, and fan experience
- Analyze complex, high-volume data sets to identify narrative trends and actionable insights
- Build financial models to inform pricing strategy and revenue forecasting
- Support survey development and execution, including survey design, content development, and communication materials
- Develop and present recommendations to internal team members and external client partners
- Build high-quality visualizations that illustrate the stories underlying the data we collect
- Conduct sports and entertainment industry research focused on (but not limited to) teams, venues, competitors, trends, client prospects, and current events
- Query and maintain data resources, including SQL database and cross-departmental knowledge share tools
- Develop data tools that expedite and standardize the generation of insights
- Provide technical guidance to clients, including vendor recommendations, process implementation, and BI best-practices
- Help manage the Elevate internal CRM instance

## **QUALIFICATIONS:**

The following are our target qualifications for this role. Note that reasonable accommodation may be made to enable individuals with disabilities to perform the essential functions.

### **A. Education and/or Experience**

- Analyst Level: 1 + years of work experience within management consulting, investment banking, or as an analyst at a leading organization is required.

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

- Effective people-management skills, exceptional organizational skills, and ability to multi-task with concurrent projects and prioritize under pressure of deadlines
- Ability to develop frameworks and project management tools to guide project approach, timelines, reporting, and decision-making
- Strong research skills with the ability to tell the story of the data
- Intellectual curiosity, creativity, analytical approach, attention to detail, and results-driven
- Eagerness and demonstrated ability to learn quickly
- Strong verbal and written communication skills, including presentation and public-speaking experience
- Strong proficiency in SQL and working with large datasets
- Proficiency with the following tech stack:
  - Airtable or other project management tools
  - Google Drive suite, including Google Slides & Google Sheets
  - MS Office suite, in particular Excel
  - Qualtrics or other surveying tools
  - Salesforce or other CRM systems
  - Tableau or other data visualization tools
- Experience with R, Python, or other modelling languages is a plus
- Previous sports industry experience is a plus

*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/ LGBTQ+ 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.*