



ABOUT ELEVATE SPORTS VENTURES:

Elevate Sports Ventures is a best-in-class sports and entertainment consulting firm, providing proven, innovative solutions to organizations across the international sports and entertainment landscape. Elevate provides thoughtful insights that empower sports teams, leagues, brands, venues, events, and properties with comprehensive, revenue-driving solutions. Elevate's unparalleled combination of agency and operating experience, along with proprietary products and solutions, maximizes efficiencies in Partnership Sales and Consulting; Hospitality Sales and Strategy; Brand Representation; Experiential Design; Feasibility and Revenue Consultation for New and Renovated Venues; Consumer Insights, Research, Strategy and Analytics; and more. Elevate boasts an active client roster of over 175 sports teams, brands, venues, events, and properties from among the NFL, NBA, NHL, MLB, MLS, NWSL, professional US and international football, professional tennis, MMA, motorsports and horse racing, college athletics and more. For more information, follow Elevate on Twitter (@ElevateSV) and [LinkedIn](#).

INSIGHTS MANAGER – OVERVIEW:

Elevate Sports Ventures is looking for an individual to join our fast-growing consulting team in the sports and entertainment industry. This individual will focus on supporting projects for Elevate's clients focused on enhancing the fan experience and operational performance. You will support project objectives and help structure problems, conduct primary and secondary research, conduct business analyses, develop presentations, and support project implementation. This role will cover a range of services across our business, including hospitality design, partnership valuation, and brand representation.

RESPONSIBILITIES:

Project Responsibilities

- Lead and support client projects focused on helping clients improve revenues, business efficiency, and fan experience
- Lead and support project team members in owning project management needs, providing direction and timelines on key activities and deliverables, as well as continual training / coaching
- Lead survey development and execution, including survey design, content development, and reporting results
- Analyze complex, high-volume data sets to identify narrative trends and actionable insights
- Build financial models to inform pricing strategy and revenue forecasting
- Support partnership valuation and strategy planning, including jewel asset valuation and rate card evaluation
- Facilitate client and stakeholder interviews, including content development, communications, scheduling, and execution
- 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

Team Management

- Develop analysts and interns by providing learning opportunities across technical, analytical and "soft skill" competencies
- Collaborate with internal partners to provide all relevant Elevate services and capabilities on each engagement
- Support recruiting, hiring, and onboarding activities with new Insights team members

QUALIFICATIONS:

The qualifications listed below represent the credentials necessary to perform the essential functions of this position. To be successful in this position, an individual must be able to perform each essential duty satisfactorily. Reasonable accommodation may be made to enable individuals with disabilities to perform the essential functions.

A. Education and/or Experience

- Manager: Three+ (3+) years of work experience within sports business strategy & analytics, management consulting, investment banking, or as a manager or experienced senior at a leading organization is required.
- Previous sports industry experience is a plus

B. Knowledge/Skills/Abilities

- Effective people management skills, exceptional organizational skills, and ability to lead concurrent projects and prioritize under the pressure of deadlines
- Prior professional experience in a client service role working with external team members and managing client / external relationships
- Ability to develop frameworks and project management tools to guide project approach, timelines, reporting, and decision-making
- Ability to concisely communicate complex statistical insights and findings to non-technical stakeholders
- Ability to conduct rigorous data analysis resulting in high-quality models and presentations
- Ability to lead, develop, and mentor analysts and interns
- Intellectual curiosity, creativity, analytical approach, attention to detail, and results-driven
- Strong research skills with the ability to translate data insights into stories
- Strong verbal and written communication skills, including presentation and public-speaking experience
- Power user of the MS Office suite, in particular, Excel
- Power user of the Google Drive suite, including Google Slides & Google Sheets
- Experience with Tableau or other data visualization tools required
- Experience with CRM, particularly Salesforce, is a plus
- Experience with SQL, R, or SAS is a plus

POSITION DETAILS:

- Full Time, Exempt
- Medical, Dental, Vision, Life, Short-Term & Long-Term Disability Insurance + FSA, HSA, and more
- 401k Employer Match after meeting eligibility requirements
- Unlimited PTO, Paid Parental Leave

WORKING CONDITIONS

- This is a remote position. The role will require the ability to work flexible schedules, including weekends and holidays.

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.

We are proud to be an equal opportunity/veterans/disabled/ LGBT 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.