

Job Title: Business Development Representative



Worksite Location: Scottsdale, AZ
Department: Business Development
Work Schedule: Full-Time
Hours: Varying hours between 6:00am and 4:00pm
Reporting Relationship: Director of Business Development
Benefits: Insurance, 401(k) with company match, paid time off, holiday pay

Position Overview

This position provides an opportunity to impact the success of the business by acquiring new concert and event tickets, interacting with venues and teams, and analyzing different sports and entertainment events as investment opportunities.

Responsibilities/Duties

- Develop and maintain relationships with professional teams, colleges, and venues with the intent to purchase inventory for resale purposes
- Research and analyze future concerts and sporting events to purchase for resale purposes
- Purchase inventory during pre-sales and on on-sales
- Travel to different regions to purchase tickets directly from the box office (<5%)
- Call ticket brokers, venues, and teams to develop a relationship and set appointments for demos
- Develop a knowledge of venues, regions, trends, and pricing strategies

Desired Abilities/Skills

- Proven organizational skills and time management
- Excellent listening, written, and verbal communication skills
- Proficiency in Microsoft Office and Excel
- Strong PC skills, including the ability to learn and use multiple complex systems
- A passion for sports and the entertainment industry
- Proven track record of sales success, preferably in sports
- Comfortable working in a fast-paced environment

Additional Knowledge, Skills & Abilities

- Teamwork – showing a commitment to teamwork and collaboration
- Respect – extending dignity and respect to all people
- Integrity – fostering trust and a positive work environment
- Innovation – bringing creativity to the workplace

Education and Experience

- Bachelor's degree in a business-related field with a 3.0 GPA or above preferred
- 2-3 years of experience in sales, customer service, or the sports and entertainment industry

If interested, email your resume and cover letter to Zach Wilhelmi: zwilhelmi@viwa.com

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