



JOB TITLE: Premium Sales Manager

POSITION TYPE: Full Time, Salary Exempt

DEPARTMENT: Sales

HOURS PER WEEK: 40+

REPORTS TO: Director, Premium Sales

LOCATION: Henderson, NV

Position Overview:

Built upon our storied legacy, we win on and off the field by intentionally uniting our players, alumni, teammates, and guests. We strive to create meaningful relationships and deliver a world class experience in all interactions. It is our shared responsibility to ensure that the greatness of the Raiders is in its future.

Reporting to the Director, Premium Sales, the Sales Manager, Premium will be responsible for securing revenue focused on various Allegiant Stadium revenue streams including suites, loge seats, for Raider games and Allegiant Stadium events. The overall responsibility includes, but is not limited to, individually prospecting, and securing commitments from corporations & high-net worth individuals and improving business processes to further generate revenue opportunities.

Essential Job Functions

- Responsible for generating new revenue by securing single-game and multi-year suite and loge agreements from corporations and high net worth individuals via outbound efforts (call, email, text, social), face-to-face appointments and presentations
- Analyze revenue generating potential of prospects through various data points and customer profiles and use such analysis to determine individual prospecting plan
- Execute individual procedures and processes for long-term outbound sales efforts that include prospecting, lead generation, pipeline management, data capture and database management to drive revenue opportunities
- Manage personal accounts, pipelines, sales process, and activity utilizing company CRM system
- Develop and maintain key relationships with existing and future clients to grow prospect pool
- Design, lead and execute sales presentations, both on site at Allegiant Stadium and off site at prospect locations throughout the Las Vegas Metro region
- All other duties as assigned.

Qualifications:

- Bachelor's Degree required
- 3+ years sales experience required. Prior experience selling six and seven figure suite deals in the sports and entertainment industry is preferred
- Highly motivated self-starter, entrepreneurial spirit and personal leadership skills
- Ability to work well in a team selling environment and collaborate with others when necessary
- Exceptional organizational skills
- Strong communication skills, both verbal and written, and ability to communicate effectively with prospects, customers, and internal team



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- Proficiency with Microsoft Word, Outlook, Excel and PowerPoint, Salesforce, and Presentation/AV equipment
- Proficiency with Ticketmaster, experience with Archtics is a plus
- Candidate should be comfortable working autonomously and independently, with little oversight
- Candidate should possess an optimistic, organization-first attitude, as well as the competitive desire to be the best
- Valid Driver's License and reliable transportation with ability to travel to offsite client meetings/presentations
- Ability to work extended hours and flexible schedule including nights, weekends, all gamedays and event days, and holidays as needed

Physical Aspects of Position (includes but are not limited to):

- Sitting for long periods of time throughout shift
- Occasional lifting and carrying up to 25lbs
- Occasional walking, standing, bending, kneeling, pushing, and pulling

The Las Vegas Raiders provide equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.

This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.