



**UBS Arena**

## **New York Islanders Hockey Club & UBS Arena**

**Job Title:** Director, Premium Sales

**Position:** Full-time, Permanent, Salary plus Commission and Benefits

**Location:** UBS Arena & Elmont, NY

**Experience Desired:** 6+ years

### **About the New York Islanders and UBS Arena:**

The New York Islanders Hockey Club is one of the most iconic franchises in professional sports with a deeply passionate and loyal fanbase. We've won four consecutive Stanley Cups in the early 1980s and are well on our way to add to that legacy. The next few years will be action-packed as we complete our world-class, state-of-the-art arena, reposition our brand and prepare to reclaim the Stanley Cup.

UBS Arena is the first third-generation arena in New York and the new home for the New York Islanders. On the grounds of historic Belmont Park, UBS Arena is Made for Music and Built for Hockey; designed to deliver superior concert acoustics and unforgettable experiences for both music and hockey fans. UBS Arena will attract a roster of world-class artists and diverse music genres and expects to host more than 150 major events annually.

### **Position Summary:**

We are looking for a Director, Premium Sales with exceptional communication and customer service skills. The Director, Premium Sales will be responsible for generating revenue by selling multi-year Suite and Club Licenses at UBS Arena. The ideal candidate should be professional, driven, possess strong business acumen and have the ability to present to C-Level executives. This position will report to the Vice President, Premium Sales.

### **In terms of fit:**

- Accustomed to working in a fast-paced environment with the ability to multi-task and collaborate
- Self-motivated with strong interpersonal, organizational and presentation skills
- Willingness to work non-traditional hours, including evenings, weekends, gamedays and holidays

### **Responsibilities:**

- Generating Suite and Club Seat revenue by prospecting new clients, appointment setting and preparing/executing sales presentations in both face to face and virtual formats
- Developing and implementing new sales initiatives using industry best practices
- Maintaining strong business relationships and reporting updates of progress throughout the sales process
- Generating and presenting sales reports to cite individual and team growth and projections
- Enhancing relationships with new and existing Premium members by collaborating with premium service department to create best in class experiences for clients



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- Positively contribute to the sales and service culture by developing mutually beneficial working relationships with all UBS Arena and New York Islanders associates across various departments within the organizations
- Participating and contributing to daily and/or weekly team meetings and training sessions
- Perform other related tasks as assigned

**Requirements:**

- A four-year college degree or work experience in Business, Sales, Service or Marketing, or another related field
- Proven track record in meeting and exceeding all sales targets
- Experience working in Ticketmaster Archtics and CRM
- Heightened attention to detail with strong time management and organizational skills
- Ability to prioritize and thrive in a changing environment
- Possess a team-first attitude and work well with others
- Exceptional communication and networking skills
- Proficient in the Microsoft Office Suite, including Outlook, Word, Excel, PowerPoint and Calendar.
- Ability to work remote

**Benefits:**

- Experience & growth in launching a brand-new top-of-the-line arena in the metropolitan market.
- Joining a culture of startup mentality
- Comprehensive medical & dental benefits
- 401k eligibility
- Paid time off

**Fine Print:**

- NYI & UBS Arena are an equal opportunity employer and values diversity at our organization. We do not discriminate based on race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.