



EMPLOYMENT OPPORTUNITY

AEG Worldwide is the world's leading sports and live entertainment company, with offices on five continents. The company uses its global network of venues, portfolio of powerful sports and music brands, ticketing and content distribution platforms and its integrated entertainment districts to deliver the most creative and innovative live sports and entertainment experiences that inspire athletes, teams, artists and fans.

STAPLES Center has clearly established itself as the sports and entertainment center of the world. As the home of four professional sports franchises – the NBA's Los Angeles Lakers and Los Angeles Clippers, the NHL's Los Angeles Kings and the WNBA's Los Angeles Sparks – STAPLES Center has proven to be a home court advantage for the local teams. The AEG owned and operated arena continues to distinguish itself as the host of major, high-profile events of national and international distinction including the 2004, 2011 & 2018 NBA All-Star Games, 2002 & 2017 NHL All-Star Game, 2000 Democratic National Convention, 2009 World Figure Skating Championships and 18 of the last 20 GRAMMY Awards shows. STAPLES Center's nineteen years have also been marked with performances and special events that brought international stature to the downtown Los Angeles venue including concerts Taylor Swift, Beyoncé, Prince, U2, Paul McCartney, Garth Brooks, Usher, Jay-Z, Kanye West, Keith Urban, Roger Waters, Britney Spears, Katy Perry, Ed Sheeran, Kendrick Lamar, Michael Bublé, Carrie Underwood and Justin Timberlake, as well as world championship boxing, family shows and special events. Hosting over 250 events a year, the arena's reputation for world-class amenities, features and commitment to quality of service and the guest experience is second to none.

PREMIUM SALES MANAGER

Position Summary:

This position is a key member of a team assigned to the sales of all premium hospitality inventories, with a focus on multi-year contracts at STAPLES Center and Microsoft Theater. All premium suites and seats include the Lakers, Clippers, Kings and Sparks sports teams along with access to concerts and special events.

Essential Functions:

- Execute effective corporate sales calls, emails and customized presentations promoting the purchase of premium ticket inventory to meet/exceed established sales objectives
- Proactively network, solicit and follow-up on any personal sales leads under the guidelines established by supervisors
- Attend regular meetings with the Director of Premium Sales to establish best processes and strategies for driving new business
- Responsible for a minimum of 20 face to face meetings per month with premium prospects (in-game, out of office, virtual, etc.)
- Work closely with other members of the Premium Department to ensure inventory integrity, high levels of customer service and enhance overall team performance

Required Qualifications:

- Minimum education level of: High School Diploma (BA/BS Degree Preferred)
- Minimum of 4 years of experience in business to business sales role with high level of success; prior experience selling six to seven figure suite deals in the sports and entertainment industry preferred
- Excellent people skills, with an ability to interact effectively and in a professional, diplomatic and mature manner not only with members and guests, but with co-workers within the organization.
- Ability to read, listen and communicate effectively in English, both verbally and in writing.
- Able to meet tight deadlines and work effectively in a high-pressure environment
- Ability to write reports and business correspondence.
- Ability to effectively present information and respond to questions from groups of managers, members and the general public.
- Highly organized with good coordinating and project management skills
- Ability to calculate figures and amounts such as discounts, interest, escalation rates and sales volume
- Ability to apply common sense understanding to carry out instructions furnished in written, oral or diagram form
- Ability to analyze problems involving many variables
- Ability to access and accurately input information using a moderately complex computer system (Microsoft Dynamics CRM, etc.)
- Must possess basic computer skills using such programs as Microsoft Word and Excel
- Must be able to work extended days and hours (including holidays and weekends) hosting events, client entertainment and other activities as required

At **STAPLES Center** we are taking precautions recommended by the County of LA Public Health Department and CDC. We have controlled building access with health screenings prior to entering, hand sanitizers throughout the building, frequent cleaning and disinfecting, and all team members must wear a face mask while performing their job duties. During events we have different zones as to diminish close contact between team members and provide outdoor break areas.

AEG reserves the right to change or modify the employee's job description whether orally or in writing, at any time during the employment relationship. AEG may require an employee to perform duties outside his/her normal description.

AEG is committed to developing a diverse workforce reflective of the marketplace and the communities in which we do business. We believe a diverse workforce is not merely an advantage; it is mandatory for any company to be successful in today's business climate.

This Employer is subject to the Fair Chance Initiative for Hiring Ordinance (FCIHO) (LAMC 189.00)