



About the job

The Los Angeles Chargers are excited to add a Director, Chargers LUX Business Development. This new position plays a critical role in driving revenue growth while also developing the Chargers' presence in the Southern California business community. The ideal candidate is a savvy top-producing sales executive with a proven track record of helping organizations achieve revenue targets in both B2B and high-end B2C environments. The Chargers are preparing for the 2021 NFL season at SoFi Stadium – the team's \$5 billion new home that boasts ultra-luxury amenities with 270 suites, 13,000 club seats, and 12 private club concepts.

The ideal candidate is a motivated, organized, and creative individual who welcomes the challenges of acquiring and developing new business through sales efforts. You will build key customer relationships, identify business opportunities, and close business deals while maintaining an extensive knowledge of current market conditions.

Key Responsibilities

- Cultivate strong business relationships with key decision makers
- Proactively identify new opportunities and deliver innovative solutions to customers
- Develop market strategies by researching lists of high potential prospects

Additional Expectations

- Sell to business executives by developing relationships and identifying business goals that can be achieved by using the Chargers LUX platform, team assets, Chargers gameday hospitality, and curated experiences.
- Sell to high net-worth clientele by developing relationships and recommending membership options and/or hospitality packages that best fit their preferences.
- Sustain a high volume of sophisticated and targeted sales outreach by using a variety of tools.
- Identify and creatively engage new connections by effectively communicating the value the Los Angeles Chargers offer their key stakeholders year-round.
- Build meaningful relationships with current and potential partners throughout Southern California.
- Contribute ideas and strategies to maximize revenue opportunities across the organization.
- Enter all pertinent prospect and customer information in Salesforce and track all activities for efficient lead management, pipeline management and record keeping/reporting.

Our ideal candidate possesses a combination of demonstrated experience and skills in the following:

- Ability to work autonomously in a fast-paced, performance-based culture.
- Proven track record of achieving sales success in a remote/virtual environment.
- Professional maturity.
- Established business acumen.
- Strong B2B prospecting skills.
- Solution-based/consultative sales approach.
- Excellent pipeline management skills.
- Comfortable engaging with C-Level and high net-worth clientele.
- Networking skills, capability to make meaningful connections for clients and the organization.
- Dynamic communication and presentation skills, able to think and react to situations confidently.
- Relentless work ethic and drive to surpass organization and individual goals.
- Creativity to solve business problems and combat challenging objections.
- A great teammate, someone who embraces working collaboratively within a team and across departments.

Compensation is base plus commission.