Job Title: Manager, Suite Sales

Job Overview: The San Francisco 49ers are looking for a professional, highly motivated, coachable individual with a passion for driving sales revenue. We're currently hiring for a Manager, Suite Sales responsible for selling new multi-year suite leases and assisting in renewing current lease partners for the 49ers at Levi's® Stadium. Compensation will consist of a base salary, sales commissions and potential to earn bonuses.

Position Responsibilities:
- Focus on prospecting, cold calling, appointment setting, executing sales presentations and closing multi-year suite leases
- Set and conduct out of the office sales meetings throughout Silicon Valley
- Attend events such as speaking engagements, lunches/dinners and various outside networking engagements
- Accountable for certain levels of activity, appointment goals, and closed sales goals
- Meet or exceed weekly and monthly activity and sales goals and intangibles
- Represent the 49ers and Levi's® Stadium in a professional manner at all times
- Other duties as assigned

Job Requirements:
- Minimum of 2-4 years of prior B2B sales experience
- Proven ability of closing new six figure multi-year suite leases
- Bachelor's Degree in a related field from an accredited college or university
- Strong communication skills; verbal and written
- Must be self-motivated and have the ability to work both independently and in a team environment
- Optimistic team-first attitude, as well as a competitive desire to be the best
- Skilled negotiator with the ability to conduct face to face presentations
- Proven ability to effectively influence and communicate with C-level clients
- Candidate should possess excellent time management and organizational skills
- Proficient in Microsoft Office, with a focus on Word, Excel, and PowerPoint
- Due to the nature of this job, the candidate must be willing to work non-traditional hours, weekends, and game days
- Valid Driver's License and reliable transportation for offsite meetings and sales presentations