

ELEVATE

CIRCUIT OF THE AMERICAS | ELEVATE SPORTS VENTURES
COORDINATOR OF PREMIUM SALES

ABOUT CIRCUIT OF THE AMERICAS

Experience the unfiltered thrill of being alive at Circuit of The Americas, in Austin, Texas. Watch the racing world's most elite competitors negotiate our acclaimed 20-turn course, white knuckling their way around the greatest circuit in the world. Raise your voice and dance with tens of thousands of fans as the hottest musical acts perform live at Austin's largest outdoor music venue. Stand Texas-tall on top of our 250-foot Observation Deck (the most Instagram'ed place in Texas) and get a VIP view of top racing action that is viewed by over 200 million people from around the world each year. Home of the U.S. Grand Prix, the 1,500-acre campus offers driving experiences including COTA Karting and the Audi Driving Experience, as well as expansive meeting and hospitality spaces with over 150,000 square feet of meeting space, including a conference center and ballroom designed for large group, private or corporate events.

ABOUT ELEVATE SPORTS VENTURES

Elevate Sports Ventures is a best-in-class sports, entertainment, and brand agency that provides proven and innovative solutions in hospitality and partnership sales, marketing, data and analytics insights, and brand representation to organizations across the global sports and entertainment landscape. Formed in partnership between the San Francisco 49ers, Harris Blitzer Sports & Entertainment (HBSE), Oak View Group (OVG), and Ticketmaster/Live Nation in 2018, Elevate is spearheading the most prestigious and dynamic new stadium and redevelopment projects in the world, including the Seattle Kraken's Climate Pledge Arena, the New York Islanders' UBS Arena, and Co-op Live in Manchester, England. Highlights among 30+ other clients and current projects include the USGA, USTA, St. Louis CITY SC, FIFA World Cup 2022, and EuroLeague Basketball.

COORDINATOR OF PREMIUM SALES – OVERVIEW

The Coordinator of Premium Sales reports to the Director of Premium Sales and is tasked with providing services in support of premium revenue generation for races and events at Circuit of the Americas. Premium inventory at COTA is centered around a vast offering of private and shared hospitality spaces, including suites and a menu of exclusive seating experiences ranging from all-inclusive club seating in private lounges to reserved seats on the track.

RESPONSIBILITIES

- Support premium sales team to meet or exceed assigned sales goals for menu of premium products.
- Support new business development by regularly building pitches and presentations for the premium sales team to deliver via direct-selling and live events, external appointments, and video conferences.
- Actively research and analyze new technology, trends, developments within the league and industry to improve our sales strategy and product portfolio.
- Aid Director of Premium Sales in the regular reporting and evaluation of sales pipelines, existing customer engagement, and category prospect depth to help drive new business and to meet excellent customer service requirements.
- Effectively qualify incoming sales calls from prospective clients for immediate and future consultation.
- Assist Director of Premium Sales in the planning, development and activation of premium product sales at COTA.
- Aid Director of Premium Sales in developing structure, planning, and implementation all outbound premium sales programs and campaigns, including product launches, sales events, introduction of seller and buyer incentives.
- Contribute positively to a competitive sales team culture and participate in sales team meetings and training sessions
- Represent COTA professionally at all team appearances and events.
- Provide customer service support as necessary.

QUALIFICATIONS

The qualifications listed below represent the credentials necessary to perform the essential functions of this position. To be successful in this position, an individual must be able to perform each essential duty satisfactorily. Reasonable accommodation may be made to enable individuals with disabilities to perform the essential functions.

A. Education and/or Experience

- Bachelor's degree, or equivalent experience required
- 1-2 years involved with premium or ticket sales
- Javascript, HTML, CSS experience preferred
- CRM experience a plus
- Photoshop skills a plus

B. Knowledge/Skills/Abilities

- Must have the ability to maintain professional behavior and appearance;
- Must have a strong sense of self-awareness and emotional intelligence, strong interpersonal conflict resolution, and problem-solving skills;
- Must have good decision-making skills, solid judgment and interpersonal effectiveness;

- Must be self-directed and able to work independently;
- Must have truly outstanding customer service and interpersonal communication skills;
- Must possess strong communication skills; must be comfortable with engaging in a variety of different communicative modes (verbal, non-verbal, and written) and being attuned to others through strong, active listening skills;
- Must have an interest and ability in serving others as one of the primary functions of their job;
- Must be flexible & reliable team player, both within own department and within company as a whole;
- Must be able to identify problems, their sources, and their potential solutions while continuing to successfully conduct day-to-day operations without interruption;
- Must be commercially focused on achieving and surpassing revenue goals within a highly sales focused organization

C. Certifications

- None required

WORKING CONDITIONS

- Travel Requirements
 - This position may require a limited amount of travel on rare occasions
- Physical Demands
 - This position requires the ability to lift up to 10 pounds
- Work Environment
 - The incumbent primarily works in an office environment, however, is expected to attend all events

This position is open to all qualified candidates. If you need assistance or an accommodation due to a disability in connection with the application process, you may contact us at HR@elevatesv.com.

We are proud to be an equal opportunity/veterans/disabled/ LGBT employer. We celebrate diversity and are committed to creating an inclusive environment for all employees. All employment is decided on the basis of qualifications, merit and business need, without regard to race, color, religion, gender, sexual orientation, national origin, disability status, protected veteran status, genetic information, or any other characteristic protected by applicable law.