

ELEVATE

ELEVATE SPORTS VENTURES

DIRECTOR OF BUSINESS DEVELOPMENT, BRAND CONSULTING

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.

OVERVIEW:

RESPONSIBILITIES:

- Day-to-day client and project leadership for brand client(s)
- Day-to-day leadership of the account teams that will manage the delivery of the client programs
- Assist in strategic program and project planning for clients
- Lead the development of activation plans
- Oversee program execution for assigned clients
- Integrated project management across multiple disciplines and departments, internal and external to Elevate
- Proactively identify and pursue new business opportunities
- Identify and create best practices and processes for the consulting team
- Provide on-going thought-leadership for clients and new business opportunities
- Build and maintain exceptional client and industry relationships
- Create YOY organic growth with existing clients
- Manage the profitability of client accounts

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
- 5 to 10 years of industry experience
- Agency experience preferred

B. Knowledge/Skills/Abilities

- An entrepreneurial drive and spirit
- Strong knowledge of the sports and entertainment industry
- Proven success in business development and sales efforts
- Strong, general marketing acumen across all mediums
- Strong knowledge and experience with digital and social platforms
- Exceptional industry relationships within sports and entertainment
- Exceptional client management skills

- Solid understanding of experiential marketing, including past management of on-the-ground programs
- Strong organizational and project management skills
- Proven team player with expertise working on integrated projects across multiple departments and disciplines within an organization

WORKING CONDITIONS

Travel Requirements

- Some travel required, including weekends

Work Environment

- Office

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.