

The Sales Manager position works in collaboration within the sales team and participation in local and regional sales organizations. The Sales Manager is responsible for performing related sales functions for all trade shows, conventions, meetings, wedding receptions, banquets, and social events. This role solicits and develops new business on a local, statewide, and national scale and provides guidance for meeting planners requiring assistance.

RESPONSIBILITIES

- Manage and participate in the development and implementation of goals, objectives, policies, and priorities of all Sales programs and activities
- Assume management responsibility for all services and activities of the Sales Department within the facility including sales tools and materials, proposals, sales calls and contracts
- Select, train, motivate and evaluate all sales personnel; provide or coordinate staff training; work with employees to correct deficiencies; implement discipline and termination procedures
- Plan, direct, coordinate, and review the work plan for providing marketing, booking and sales services
- Participate in the development and administration of the annual budget; forecast of additional funds needed for staffing, equipment, materials, and supplies; direct the monitoring of and approve expenditures; direct and implement adjustments as necessary
- Prepare written proposals; reevaluate potential business value of various events and clients; initiate contractual arrangements
- Conduct tours of facility for potential licensees; answer questions and provide information regarding facility capabilities
- Meets with General Manager on a regular basis to discuss all matters pertaining to sales operations
- Travel to regional areas throughout the year in search of new business
- Budget and work within operating budget
- Responsible for all revenue generation
- Perform other duties and responsibilities as assigned

QUALIFICATIONS

- Minimum of five (5) years of increasingly responsible sales experience for an arena, convention center, sports franchise, hotel or other similar public assembly or hospitality facility, including supervisory responsibility
- Bachelor's degree or better from an accredited college or university with major course works in Marketing, Business Administration, or a related field
- Ability to work event nights, weekends and holidays as required
- Has a strong track record of building relationships and generating new business
- Excellent organizational skills, leadership skills, customer service skills
- Enthusiastic and positive thinker

Strengthened by our Differences. United to Make a Difference.

At OVG, we understand that to continue positively disrupting the sports and live entertainment industry, we need a diverse team to help us do it. We also believe that inclusivity drives innovation, strengthens our people, improves our service, and raises our excellence. Our success is rooted in creating environments that reflect and celebrate the diverse communities in which we operate and serve, and this is the reason we are committed to amplifying voices from all different backgrounds.