



CORPORATE SALES MANAGER- AREA15 LAS VEGAS

JOB OVERVIEW:

AREA15 is seeking a charismatic Corporate Sales Manager that will represent and proactively promote the facility to a range of potential rental clients. The candidate will ensure that attendance and revenue goals are achieved through optimization of its various event zones.

The Corporate Sales Manager will be expected to:

- Give formal presentations and make personal sales calls to corporate planners and groups varying in size
- Act as a representative on behalf of company when attending trade shows, travel agent events, client receptions and dinners, sales calls and other special events
- Builds and maintains planner relationships in the Las Vegas market and beyond
- Meet Quarterly and Yearly sales goals by booking corporate events at AREA15
- Work effectively with Managing Director of Entertainment and Events, Marketing and Operations teams to ensure a successful client/guest event experience once an event has been booked
- Provides input to create strategic sales plans for AREA15 and its tenant partners
- Executes department objectives in a manner consistent with the strategic plan for AREA15
- Introduce new concepts and innovations. Thinking creatively and outside-the-box is encouraged

RESPONSIBILITIES AND DUTIES:

- Prospecting, Soliciting, Negotiating & Booking 3rd Party Corporate clients at Area15 (Trade Shows, Conventions, Parties, Events, Meetings, Presentations, Ted Talks, etc.)
- Works with Managing Director of Entertainment and Events to develop and meet ROI goals. Be able to clearly report financials to General Management and AREA15 executives at regular intervals and upon request
- Analyzes sales, catering and revenue management reports and systems to identify trends and future demand opportunities. Facilitates communications to provide recommendations and guidance to AREA15 executive management



- Works with Managing Director of Entertainment and Events and Operations Manager to help communicate and facilitate event logistics and needs for client bookings (including but not limited to AV, F&B, Catering, Security, etc.)
- Liaises with AREA15 tenants and their respective sales teams on any corporate event bookings that are initiated through their efforts and/or hosted by their entity within the larger AREA15 complex, including branding and pop-up opportunities
- Build and maintain relationships with Las Vegas Convention & Visitors Authority, along with other Las Vegas DMC's and Meeting planner organizations
- Attend Trade Shows and Sales Missions on behalf of AREA15. Some travel required.
- Performs any other job-related duties as assigned

QUALIFICATIONS:

- Bachelor's degree from an accredited college or university, preferably in Hotel Management, Marketing or Business Administration or equivalent combination of education, training and experience will be considered
- 5+ years of direct experience in ticketing, event or entertainment sales or account sales management, preferably in Las Vegas entertainment or hospitality
- Solid understanding of the sales process and passion for successful goal achievement
- Experience with CVENT, HubSpot, Sales & Catering Systems and Reporting programs a plus
- Working knowledge of Microsoft Office suite (Particularly Excel)
- Excellent customer service skills
- Have interpersonal skills to deal effectively with all business contacts
- Professional appearance and demeanor
- Ability to work varied shifts, including weekends and holidays
- Advanced written and verbal communication skills (bi- or multi-lingual a plus)
- Ability to travel as needed. Passport preferred

SALARY:

Commensurate with experience. Personal factors such as your demonstrated hard and soft skills, level of education, history in the sector or industry, and relevant work experience will all be evaluated.



ABOUT AREA15:

AREA15 is a wholly re-imagined world weaving together immersive experiences, themed events, art installations, restaurants, bars, and nightlife. Opening in late 2019, the complex will appeal to a variety of clientele, including gamers, comic-con and sci-fi enthusiasts, artists, music and festival lovers, and anyone simply looking for an immersive and unique experience. AREA15 is a development project led by a joint venture between real estate development firm Fisher Brothers and creative agency Beneville Studios, both of New York. The complex offers up to 126,000 square feet of customized tenant space for a curated collection of experiential and retail businesses, 68,000 square feet of leasable ground floor space, and up to 58,000 square feet of mezzanine space. A 40,000-square-foot indoor and outdoor event space—ideally suited for live music, festivals, corporate events, e-sport tournaments and much more—will be adjacent to the retail and dining options. Complementing the retail and event space is the interconnected "Spine," a destination unto itself as an immersive bazaar and promenade that ties all of the tenants together.

TO APPLY, SEND COVER LETTER AND RESUME WITH "CORPORATE SALES MANAGER" IN THE SUBJECT LINE TO CAREERS@AREA15.COM