

SALES MANAGER



JOB OVERVIEW:

AREA15 is seeking a charismatic Sales Manager that will represent and proactively promote the facility to a range of potential rental clients. The candidate will ensure attendance and revenue goals are achieved through optimization of its various event spaces. Critical to the role is a love of selling combined with an appreciation of AREA15's creativity, innovation and unique selling propositions. The Sales Manager will report up to the Director of Sales.

RESPONSIBILITIES AND DUTIES:

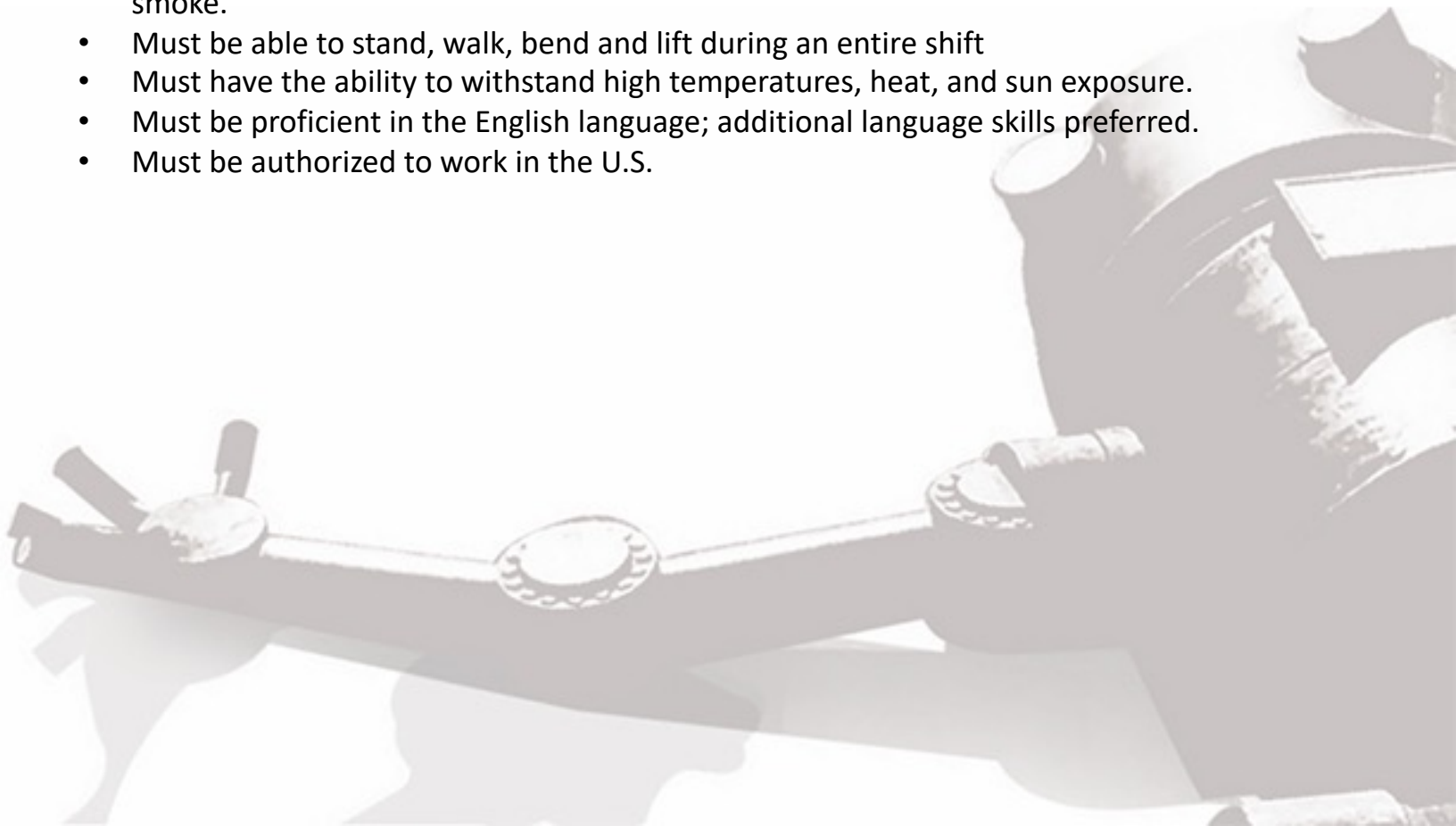
- Prospect, solicit, negotiate and book third-party corporate and private events at AREA15 (ie conventions, parties, meetings, presentations, tradeshow, concerts/festivals, etc).
- Follow-up on leads and inquiry calls promptly to secure high closing and conversion ratios.
- Give formal presentations and conduct sales calls and site inspections to corporate planners and groups varying in size.
- Act as a representative on behalf of the company when attending trade shows, travel agent events, client receptions and dinners, sales calls and other special events.
- Build and maintain client relationships in the Las Vegas market and within the hospitality industry.
- Meet and exceed quarterly and annual sales goals by booking corporate and private events at AREA15.
- Work effectively with Entertainment, Marketing, Food and Beverage, Production, and Operations' teams to ensure a successful client experience by communicating, coordinating and servicing all event logistics and needs for the client booking (including, but not limited to A/V, F&B, Activations, Security, VIP and Insider Experiences, etc).
- Provide input to create strategic sales plans for AREA15 and its tenant partners.
- Execute department objectives in a manner consistent with the strategic plan for AREA15
- Introduce new concepts and innovations to generate sales and improve service. Thinking creatively and outside-the-box is encouraged.
- Works with the Director of Sales to develop and meet goals.
- Analyze 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.
- Liaise 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 local DMCs, Las Vegas hotels, meeting planners, and the Las Vegas Convention & Visitors Authority
- Attend trade shows and sales missions on behalf of AREA15. Some travel required.
- Performs any other job-related duties as assigned.

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QUALIFICATIONS & SKILLS

- Associates degree or higher 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.
- Three or more (3+) years of direct experience in ticketing; event, entertainment, attraction or hotel sales; catering and/or DMC experience a plus; preferably in Las Vegas entertainment or hospitality.
- Solid understanding of the sales process and passion for selling and achieving goals.
- Experience with Tripleseat, Hubspot, Social tables or any Sales & Catering Systems / 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.
- Must be able to lift 50lbs.
- Work in an environment that is subject to varying levels of noise, crowds, flashing lights and smoke.
- Must be able to stand, walk, bend and lift during an entire shift
- Must have the ability to withstand high temperatures, heat, and sun exposure.
- Must be proficient in the English language; additional language skills preferred.
- Must be authorized to work in the U.S.



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ABOUT AREA15

AREA15, located minutes from the Las Vegas Strip, is the world's first purpose-built experiential entertainment complex offering live events, immersive activations, monumental art installations, extraordinary design elements, unique retail, ground-breaking technology, bars and eateries and much more. With a growing collection of dynamic destinations including [Dueling Axes](#), [Emporium](#), [Lost Spirits Distillery](#), Oddwood Bar, Wink World, The Beast, a culinary experience by Todd English, and anchor experience, Meow Wolf's Omega Mart, AREA15's is an ever-changing art, retail and entertainment destination attracting locals and tourists of all ages.

For more information visit www.AREA15.com and follow on Instagram and Twitter: @AREA15Official; Facebook: [AREA15LasVegas](#) and YouTube: [AREA15](#).

AREA15 is an equal opportunity employer and values diversity. We are committed to complying with all federal, state and local laws providing equal opportunities and all other employment laws and regulations.

TO APPLY, PLEASE FILL OUT OUR [EMPLOYMENT APPLICATION FORM](#) AND ENTER "SALES MANAGER" AS THE POSITION YOU ARE APPLYING FOR.

