

# ***BUSINESS DEVELOPMENT MANAGER***



## ***JOB OVERVIEW:***

AREA15 is seeking an outgoing, approachable, charismatic and engaging individual to join our Business Development Team. The Business Development Manager role is designed to generate new opportunities across the entire business, while ensuring current partner obligations are met. The Business Development Manager will be a highly visible representative of AREA15 in the local business community and is expected to regularly meet with senior leaders of prospective partners.

## ***RESPONSIBILITIES AND DUTIES:***

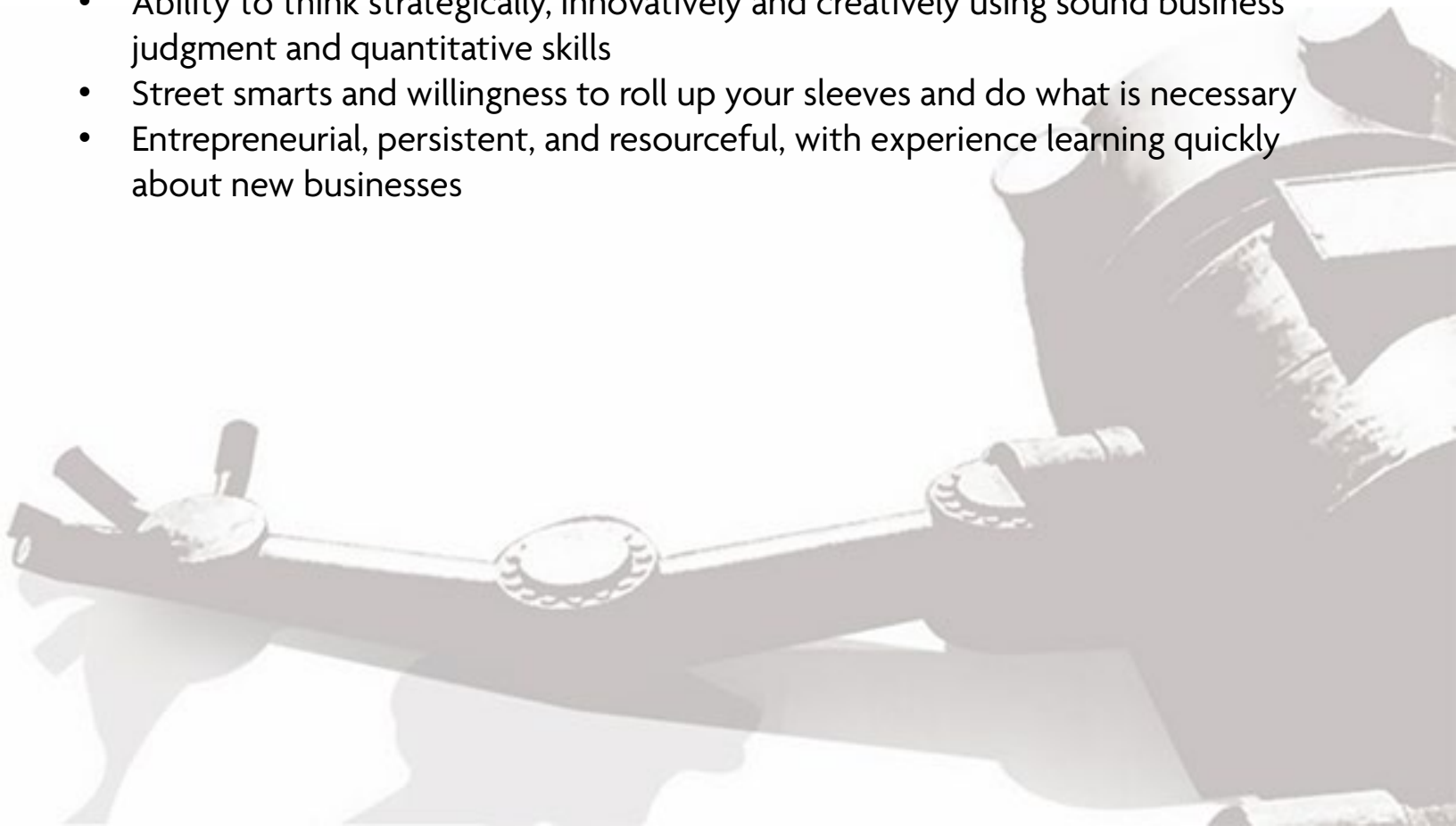
- Identify, develop, build and maintain Las Vegas based sponsors
- Generate leads and cold call prospective customers
- Develop quotes and proposals for clients
- Develop and maintain a strategy for maximizing beverage sponsorships
- Work cross-functionally with Events & Operations to deliver upsell opportunities
- Fulfill contractual licenses and temporary leases; ensuring all aspects of the deal are completed in a timely fashion
- Discuss promotional strategy and activities with the marketing team
- Foster ongoing, strong relationships with current partners and offer new ways to increase the value of current deals
- Communicate effectively with senior management about development initiatives and project metrics; brainstorm fresh strategies that will align internal goals with new and existing relationships
- Meet budget and revenue goals set out by the business development department
- Ensure all company brand guidelines are met for all events, materials and merchandise.
- Attend seminars, conferences and events where appropriate
- Additional duties as assigned by upper management

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## ***QUALIFICATIONS & SKILLS***

- 6+ years of experience focused on strategy, business development, or partnerships
- Strong negotiation skills and background
- Experience closing strategic business development deals
- Experience developing and creating compelling presentations; an engaging business storyteller regardless of medium or platform.
- Problem solver with experience working in cross-functional teams to deliver external experiences
- Able to effectively collaborate with various teams, providing the most useful guidance in an enthusiastic and inspiring manner
- Ability to juggle multiple priorities and make things happen in a fast-paced, dynamic environment; strong bias for action
- Experience analyzing data and deriving actionable business insights
- Proven track record doing deals, including with the legal aspects of negotiations
- Experience creating, researching, and assessing new business plans, including financial and operational viability
- Ability to think strategically, innovatively and creatively using sound business judgment and quantitative skills
- Street smarts and willingness to roll up your sleeves and do what is necessary
- Entrepreneurial, persistent, and resourceful, with experience learning quickly about new businesses



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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](#), [Museum Fiasco](#), [Rocket Fizz](#), [Illuminarium](#), [Five Iron Golf](#), [The Beast](#), a culinary experience by Todd English, and anchor experience, Meow Wolf's [Omega Mart](#), AREA15 is an ever-changing art, retail and entertainment destination attracting locals and tourists of all ages.

For more information visit [www.AREA15.com](http://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 "BUSINESS DEVELOPMENT MANAGER" AS THE POSITION YOU ARE APPLYING FOR.**

