



Manager, Premium Partnerships

Florham Park, NJ

The NY Jets are searching for enthusiastic, motivated Sales candidates to sell premium suites, seating and hospitality at MetLife Stadium for NY Jets home games. Come join a highly effective and energetic team to continue to sell one of the hottest properties in the sports and entertainment world.

Job Duties:

- Develop suite and premium seating prospects through outside sales, cold calling and your own network
- Design sales proposals, featuring multiple sales packages, including full and half season suites, single event suite opportunities and premium seating (i.e. Green Room)
- Make sales presentations and conduct various tours of the stadium to potential buyers
- Directly prospect, present, close and service B2B segment to solicit premium suite and premium club seat inventory
- Provide dedicated prospecting and sales efforts for key long term suit and premium seating products to drive long term growth opportunities
- Be involved in all revenue generating activities, from lead generations through closing the sale

Experience and Requirements:

- Minimum 3 years of experience selling premium suites, tickets and hospitality at a sports team, entertainment venue or live event/concert company is needed to be successful in this role.
- Proven track record of meeting and exceeding sales goals. Demonstrated ability to close deals is a must.
- Experience with lead generation and cold calling
- Proven ability to speak and present products to potential buyers in both large and small groups
- Knowledge of premium sales and marketing best practices
- Ability to work home games and prospecting events throughout the year
- Bachelor's Degree required.

How to Apply:

Interested applicants should complete an application and submit a cover letter and resume at the link below.

Position: Manager, Premium Partnerships

Department: Premium Partnerships

[Fill out the application and upload your resume and cover letter here.](#)