

Forget what you know about music festivals, we're shifting the paradigm and have started something new. KAABOO is the next step of evolution for live music events around the world. Aimed at indulging all five senses, we are setting the bar higher for artists, foodies, patrons and any who just wants to hang loose. Where every detail is designed for your enjoyment and clean, comfortable amenities inspire you to break from your busy life. Whether you dance until your feet hurt, eat until your stomach is full, or laugh out loud, KAABOO is a welcomed escape. At our core, we are a team driven by doers and achievers striving to improve and amplify the entertainment scene for adults.

We are currently seeking a Group Sales and Hospitality Manager for our KAABOO Texas event. Reporting directly to the VP of Business Development, this position will be the leader in building relationships with businesses by providing unmatched customer service and knowledge about what KAABOO can offer. As with anyone with this skillset, you are expected to handle a high number of clients and be comfortable selling a large volume of pass inventory to businesses. The Group Sales and Hospitality Manager presents opportunities to clients and the chance to create lasting memories for future patrons.

This is a full-time position based in the Dallas-Fort Worth, Texas area.

Essential Duties and Responsibilities:

- Discover client needs through briefings via phone conferences or in-person meetings
- Be an expert in everything KAABOO including what all our passes offer and what patrons can experience at our events
- Develop adequate leads by phone and craft unique solutions for an array of clients
- Travel to meet with decision makers
- Deliver superior customer service that introduces businesses to the KAABOO way
- Represent KAABOO by soliciting, responding to and answering clients on a continual basis
- Solicit new and existing clients to meet and exceed sales goals
- Develop and conduct persuasive sales pitches to prospective clients

Qualifications:

- 3+ years experience selling in the business market
- Experience in all aspects of the sales to business relationship
- Superior communication skills
- Excellent time management skills and the ability to manage multiple accounts
- Proven experience in sales and demonstrated proficiency in high volume marketing
- Comfortable developing adequate leads by phone and proficiency in creating sales packages

Please send resume to jobs@kaaboolc.com