

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, to dance until your feet hurt, eat until your stomachs are 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.

Do you have superior skills in both sales and as a leader, managing and leading a team of great sales reps? Are you creative with your sales team to drive results, increase revenue and lead by example?

We are currently seeking a Sales Manager to join our growing team. In this position, you will manage the Group Sales and Hospitality team, located in various markets nationally and internationally, supporting them and driving the team by providing overall leadership, ensuring the team has appropriate marketing materials, leads, sales goals, and methodologies to drive sales. This role provides a holistic support to the sales team by being a leader to support the team as well as drive sales and increase revenue. This position reports directly to SVP – Business Development for sales strategy and goals as well as the VP – Business Development for operational, process and procedure needs.

We have a strong preference for this position to be based out of our corporate office in the Denver Colorado metro area. We will consider other locations depending on the individual experience, expertise, and overall fit with the organization.

Visit www.kaaboolc.com for more information.

Responsibilities:

- Manage the group sales by developing a business plan that covers sales, revenue, and expense controls
- Review historical sales data and set individual sales targets with the sales teams
- Track sales goals and report and interpret the results to understand patterns, issues and opportunities.
- Assist with the implementation as well as oversee the day to day management of the CRM
- Work with other internal departments as well as external partners for lead generation.
- Ensure the sales team has appropriate training, both sales and product, and is selling the KAABOO brand in alignment with our culture
- Promote the organization and products to leads, drive the brand and set the standard for your team

- Understand our multifaceted guests and how they relate to our products and work with marketing to create materials that target these guests.

Qualifications/Requirements:

- Bachelor's Degree in business or related field.
- Previous experience as a successful sales rep as well as a leader who can holistically support the sales team and drive revenue.
- Minimum 5 solid years managing a successful sales team and providing superior guest service
- Proven successful experience in planning and implementing sales strategies in multiple markets
- Must be highly organized, ability to manage multiple competing deadlines, work in a fast paced environment all while communicating effectively and consistently with internal and external partners, guests and vendors.
- Experience within a CRM system (Microsoft Dynamics a plus).
- Position will require 40% travel time, nationally and internationally

If you are looking for an excellent opportunity to join a growing and entrepreneurial spirited company, please send resume and salary expectations to jobs@kaaboollc.com.