



INNOVATION SALES MANAGER

Location: Chicago, IL

4FRONT's Innovation Team specializes in developing forward-thinking solutions for sports and entertainment properties worldwide to help solve key business problems, better engage fans, and generate more revenue. This fast-paced and collaborative department is focused on all aspects of business operations, including sponsorship, change management, marketing and brand strategy, fan engagement, social/digital, business intelligence, ticket sales and ancillary revenue.

Position Overview:

The Innovation Sales Manager will play an integral role in the success of 4FRONT's business and its ability to grow new and existing partners. They will work in close collaboration with the VP of Innovation, Partner Solutions team, and other leaders across the company to drive new business, revenue generation, and seek ways to add/create value for existing partner relationships.

Primary Job Responsibilities:

- Be a strong cultural fit and an authentic advancer of our mission and values
- Identify prospects' business challenges and match them with 4FRONT customized solutions, capabilities and ideas
- Research, identify, qualify, and develop new business opportunities & partners
- Develop strategies and tactics for pursuing selected prospects
- Lead sales presentations, negotiations, and closings
- Understand the competitive landscape, industry trends, and how our customers use and value our products
- Actively engage with other members of the company to continuously improve processes, create efficiencies and reduce costs
- Develop relationships with internal stakeholders and collaborate across the organization to identify sector white space and top prospect lists

Qualifications & Requirements:

- College degree (MBA preferred) with 3-5 years of experience; agency/property preferred
- Passion for new business development & proven success in prospecting, appointment setting, solution development, proposal development, presenting, funnel management, and closing
- Keen listener, creative problem-solver, expert storyteller with the confidence to present to and communicate with senior executive partners
- Thorough understanding of the sports and entertainment landscape
- Focused & strong-minded with a constant "can-do" attitude and ambition to help grow the company
- Must be comfortable working as an integral part of a team environment
- Expertise with MS Office products, PowerPoint and Salesforce
- Self-manage under multiple priorities and deadlines