



Corporate Sales Consultant – Job Description

Located in the corporate office of Fathom Events just south of the Denver Tech Center, Fathom Events is seeking a Corporate Sales Consultant. The role of the Corporate Sales Consultant is to create strategies, research and develop new corporate event opportunities for Fathom Events in the private (B2B) business events vertical. Individuals must utilize extensive strategic and critical thinking skills, demonstrate a solid understanding of the technology capabilities and scalable restraints of the various Fathom distribution platforms, exhibit the ability to transform client needs into deliverable events, and possess a level of understanding of technology, operations, marketing, finance, and business management to drive best in class growth results. Must be a team player with excellent communication and follow up skills that enables this position to work effectively across all key areas of responsibility to ensure initiatives are successful and profitable.

Responsibilities

- Create strategies to address the business and event management division for Fathom Events.
- Call on prospective clients to determine their current event strategies and determine if the Fathom network could be a compliment to their current strategy.
- Research and prospect new client contacts in the B2B vertical for event opportunities.
- Manage sales pipeline with the ability to project sales growth within different target market segments.
- Develop custom event models and applications for clients that maximize use of the Fathom network while maintaining targeted operating margins for Fathom Events.
- Be the initial point of contact for all incoming private business events.
- Establish and maintain critical relationships with Fortune 500 clients.
- Interface with the Fathom team to establish strategic objectives, define key priorities; drive the execution of critical project related deliverables.
- Identify and hand off other opportunities to increase margin/revenues that fall within Distribution, Marketing, Sponsorship, Consumer Programming and Operations Departments.
- Ability to establish and effectively manage a budget.

Job Requirements
Required Qualifications

- Outbound and inbound sales experience.
- Strong understanding of event design, contractual negotiations and operational execution in the cinema environment.
- Proven negotiating skills.
- Strong budgetary management skills.
- Exceptional organizational and problem-solving skills and proven ability to handle multiple tasks.
- Strong analytic and fact-based decision-making skills.
- Strong use of Microsoft Office products including Power Point, Excel, and Word.
- Outstanding written and verbal communication skills.
- Excellent project management skills.
- Solid interdepartmental and external communication expertise.
- Ability to travel as needed for business meetings, trade shows, etc.
- Preferred five years of professional experience in event management, hospitality, entertainment, television, or cinema related businesses.