



**Kroenke Sports Enterprises**

## **JOB SEARCH POSITION DESCRIPTION**

**Client:** Kroenke Sports & Entertainment

**Title:** Executive Director, Venue Booking

**Reports To:** Senior Vice President, Venue Finance

**Process:** Apply @ [www.turnkeyse.com](http://www.turnkeyse.com)

### **BACKGROUND:**

Kroenke Sports & Entertainment was founded in 1999 by Stan Kroenke, owner of Kroenke Group and chairman of THF Realty. Upon its founding, Kroenke Sports & Entertainment seized hold of the Denver sport's market; in 2000 it had full ownership of the Denver Nuggets and the Colorado Avalanche as well as the arena they both play in, the Pepsi Center. In 2003, the Colorado Mammoth of Major League Lacrosse was purchased by Kroenke and also currently reside in the Pepsi Center. In 2006, the Mammoth won the MLL championship and in 2008 the team averaged the highest attendance per game amongst the Pepsi Center's occupants. Kroenke also controls Paramount Theater, a historic landmark in the city of Denver, and enjoys a partnership with AEG in controlling 1<sup>st</sup>Bank Center, a more modern music and entertainment venue.

There has been no shortage of talent to play in Denver as the Avalanche won a Stanley Cup in their first year in the Pepsi Center and have boasted hockey legends like Joe Sakic, Patrick Roy, Peter Forsberg, and Ray Bourque in that time. The Nuggets also feature young up and coming talent including Ty Lawson, Danilo Gallinari, and Jordan Hamilton. Kroenke also owns Major League Soccer's Colorado Rapids and the team's home Dick's Sporting Goods Park. The park was constructed in 2007 and has played home to the MLS All-Star game in the stadium's inaugural year, as well as many tournaments, concerts and festivals. Both the park and the arena are lauded as two of the elite venues in their respective roles and host a variety of entertainment and events.

**Interested candidates should apply through Turnkey Search directly.  
Contacting Kroenke will only delay your consideration.**

**SUMMARY:**

The Executive Director of Venue Booking will be responsible for booking events at the Pepsi Center. The candidate will also participate in booking for Paramount Theater (1,700 seats) and Dick's Sporting Good Parks (22,000+ in stadium; up to 50,000 in Festival mode). Finally the candidate will partner with AEG for booking the 1stBank Center (6,000 seats). The Executive Director will lead a team to solidify Kroenke Sports & Entertainment and their venues' standing as some of the world's premier atmospheres for all sports and entertainment programming.

**ESSENTIAL DUTIES & RESPONSIBILITIES:**

- Create, book, and facilitate successful new events at the Pepsi Center, Dick's Sporting Good Parks, Paramount Theater.
- Partner with AEG to book additional events and programming for the 1stBank Center.
- Maintain constant research and knowledge of current activities in the live entertainment industry including but not limited to concerts, family shows and sporting events, locally, regionally and nationally.
- Develop new and maintain current relationships with artists, artist's management, artist's agents, and local, regional, and national concert agencies and promoters.
- Create unique value opportunities for promoter partners, agents and performing acts which provide short and long term growth for their business as well as ours.
- Must fulfill expectations to increase number of events at each venue.
- Exemplify and further Kroenke Sports & Entertainment's core values of providing world class sports and entertainment experiences inside and outside the venues, with the focus on treating all guests as part of the family and functioning as servants in the community.
- Perform all other duties as deemed necessary

**EDUCATION & JOB QUALIFICATIONS:**

- Position requires a Bachelor's degree and a minimum of 7-to-10 years of demonstrated experience in new event development and promotion of a major arena and/or comparable facilities to artists, artist's management, artist's agents, and promoters.
- Existing history of excellent contacts and good working relationships with national representatives in the live entertainment industry (i.e. artist agents, artist's management, and local/regional/national promoters).
- Solid and demonstrable understanding of event financial mechanics.
- Show effective track record with personnel and contacts in entertainment and arena business.
- Demonstrate ability and experience developing and coordinating multi-faceted plans.
- Proficiency with Microsoft Office applications, specifically Microsoft Word and Excel.
- Show sound organizational, coordinating, and personal interface skills.
- Display excellent written and verbal communication skills.
- Proven job reliability, diligence, dedication, and great attention to details.
- Must possess quality leadership and teamwork attitude.
- Must be flexible with working nights, weekends, and holidays. Travel may also be required for the position.