

TRACK CONCESSIONS MANAGER

The Track Concessions Manager position is a unique opportunity for the right individual who is experienced/interested in working with the concessions committee for year-round operations and all events. In this role you will work with the Operations Team as well as the Sales Team to develop/improve a greater guest experience. In addition, you will be overseeing the Shipping and Receiving department and working on identifying new revenue opportunities within the campgrounds. This position requires working some weekends and potentially long hours during event days.

REPORTS TO: SR. VP Operations **POSITION TERM:** Full-Time **START DATE:** To Be Determined

JOB DESCRIPTION:

- Evaluate current processes and systems and develop proposal for improvements with the goal of greater efficiency and profitability
- Work with suppliers, caterers and vendors, sponsors and sales team to create elevated guest experience during premium race days and track rentals
- Lead and participate in the development and implementation of goals and objectives for sales programs, promotions, and activities to increase the guest and sponsor experience in hospitality suites located throughout the property
- Manage shipping and receiving for the facility
- Food and beverage management
- Work closely with all internal departments for cross-promotional initiatives
- Maintain working knowledge of all products to sell when applicable
- Manage concession vendor agreements and contracts
- Manage product and asset accounting, distribution, and inventory
- Attend and contribute to weekly executive team meetings
- Work with organization to establish needed staffing levels for paid and volunteer labor during events to ensure adequate coverage of track owned concessions
- Work with Finance Department to refine department budget
- Coordinate with Camping Experience staff to develop opportunities

Qualifications/Characteristics:

- 1+ years of experience in a concessions and vendor management role
- 1+ years of experience with festival/event site management preferred
- Ability to work individually and as part of a team in a fast-paced environment
- Able to work flexible hours based on changing priorities including evenings, weekends and holidays
- Focus on the customer experience
- Effective interpersonal skills, both oral and written.
- Ability to work well with and effectively manage a volunteer team of varying backgrounds, experience and age groups.
- Demonstrated dedication with the ability to handle projects from origin through execution
- Willingness to learn, contribute to the overall success of the organization, and be able to flourish in a high growth, dynamic environment.
- Experience with Office 365 and other programs as needed
- Willingness to research, test, and launch concessions management related software and programs to improve efficiency
- Self-starter and entrepreneurial spirit with hands-on approach towards business
- Must be able to walk long distances on uneven and in some cases undeveloped surfaces
- Will be exposed to heat/cold, dust and loud noises – must be able to lift, push and carry 20-50 pounds

Please visit www.weathertechraceway.com for more information about our events and work place environment.