Founded in 1842, the New York Philharmonic is the oldest symphony orchestra in the United States, and one of the oldest in the world. Each season the Philharmonic connects with up to 50 million music lovers through live concerts in New York City and on its worldwide tours and residencies. David Geffen Hall, the home of the Philharmonic, is currently under renovation and the orchestra is performing in several different venues this season. The new hall will re-open to the public in the fall of 2022 with state-of-the-art acoustics and more inviting spaces.

The New York Philharmonic seeks a full-time Group Sales Manager to cultivate group ticket sales for all New York Philharmonic performances in the newly renovated David Geffen Hall in Manhattan.

Responsibilities include:

- Create sales programs to develop new sources of group ticketing revenue across relevant industry segments including tour & travel, conventions, education, fundraising, and government.
- Serve as primary point of contact for group sales clientele, providing pricing, seat assignments, and relevant concert information.
- Utilize Tessitura database to track customers, fulfill orders, and generate reports to monitor progress toward established sales goals.
- Assist with the development of group sales policies and procedures with the Director of Customer Relations.
- Explore new opportunities for partnerships that will expand the Philharmonic’s audience and create lasting relationships.
- A commitment to valuing diversity and contributing to an inclusive working environment is required.
- Miscellaneous duties as assigned.

Requirements:

The candidate will have a bachelor’s degree and a minimum of 5 years of experience in sales management with prior experience overseeing a sales team. Success at the New York Philharmonic in this role requires a passion for sales, excellent communication skills, creativity, and an ability to operate at both the strategic and tactical levels. Familiarity with orchestral music is a plus. Proficiency with MS Office and working knowledge of Tessitura are strongly desired.

The New York Philharmonic offers a competitive salary and comprehensive benefits package to our full-time employees including:

- Medical, Dental, and Vision coverage
Employer contributions to the 403(b) plan after one year of employment
- Employer paid Life and Disability insurance
- 12 Holidays
- Up to 20 Vacation days in 3rd calendar year of employment

Please submit a resume and a cover letter along with your salary expectations to resumes@nyphil.org. No phone calls, please. Although we appreciate your interest, we will only contact applicants we are considering for interview.

The New York Philharmonic is an Equal Opportunity Employer and does not discriminate on the basis of age, immigration or citizenship status, color, disability, ethnicity, gender, gender identity, marital and partnership status, national origin, race, religion, sexual orientation, veteran or active military service member or any other characteristic protected by federal, state or local laws in its employment policies.