
Job: General Manager - Live Event Production
Reports To: Managing Partners of SIX Productions
Location: Carbondale, Colorado
Position Type: Full Time
Salary: \$90,000 - \$120,000 + Incentives

Company Overview:

SIX Productions is a leading live event production company, specializing in creating immersive and unforgettable experiences for clients across a range of industries. Our passion for delivering exceptional live events drives everything we do, from seamless production to unparalleled customer service. We are seeking a dynamic and experienced General Manager to lead our team, drive business growth, and oversee the successful execution of large-scale events.

Position Overview:

As the General Manager, you will play a key role in managing and scaling our operations while driving revenue growth and operational excellence. You will be responsible for overseeing sales and marketing efforts, business development, financial management, and day-to-day operations. This role requires a strategic leader with experience in optimizing business performance, cultivating strong client relationships, and effectively managing a strong, dynamic team.

Key Responsibilities:

- Sales and Marketing:
 - Collaborate with the Sales and Marketing team to drive revenue growth and increase brand visibility.
 - Attract new clients and expand our market presence.
 - Oversee market research, competitive analysis, and customer segmentation to identify new business opportunities.
- Business Development:
 - Build and maintain strong relationships with key clients, partners, and industry stakeholders.
 - Oversight of the sales team's efforts to create business opportunities and strategic partnerships.
 - Work with Managing Partners and internal teams to create goals and meet benchmarks for growth and development
- Financial Management:
 - Develop and manage budgets, forecasts, and financial reports to ensure profitability and cost controls.
 - Monitor financial performance, identify areas for improvement, and implement cost-effective solutions.
 - Oversee billing, invoicing, and financial reconciliation processes.
- Operations Management:
 - Oversee daily operations, ensuring smooth workflow and efficiency while meeting the highest standards across all departments.

- Implement and refine operational processes to optimize resources and enhance client experience.
- Client Relations and Service Excellence:
 - Establish standards ensuring outstanding customer service and satisfaction.
 - Address client concerns and requests in a timely and professional manner.
 - Work with the sales team to cultivate long-term relationships with clients and ensure successful event outcomes.

Qualifications / Skills

- 5 Years+ experience as a General Manager, Operations Manager, or similar leadership role within the live event production or events related industry.
- Demonstrated success in driving revenue growth and business expansion.
- 5 Years+ expertise in sales, marketing, business development, financial management, and operations.
- Extensive experience in planning and executing large-scale live events.
- Excellent leadership, communication, and interpersonal skills.
- Ability to work effectively under pressure and meet tight deadlines.
- Strong problem-solving skills and a solutions-oriented mindset.
- Familiarity with event management software and CRM tools.
- Experience with contract negotiation and vendor management.
- Strong network within the live events and entertainment industry.
- Experience in building and developing standard operating procedures for growing business.
- Ability to travel required.

Six Productions is a growing and dynamic business. This position may be required to take on additional duties as required for growth and success of the company.