



Marketplace Specialist

Company: LASSO

Team: Marketplace

Role: Marketplace Specialist

Location: Remote - Central Time Zone Required

About LASSO

LASSO is the all-in-one platform where event companies work. We provide project management, inventory management, and workforce management software that helps event companies with:

- Growing revenue
- Streamlining operations
- Controlling costs
- Minimizing risk
- Real-time insights
- Attracting AV talent
- Producing events

Our mission is to inspire change for forward-thinking companies in the event and entertainment industry by bringing transformative solutions to the people that make exceptional performances happen.

Our customers produce events like the Super Bowl, The Oscars, The Grammys, NFL/MLB, Dreamforce, CMA's, etc.

LASSO is proud to have been recognized as a Best & Brightest Company to Work For for the past seven consecutive years (2018-2024). We were also named one of Inc. 5000's fastest-growing companies in 2022 (#1155 overall and #146 in technology) and are honored to be featured in Inc.'s prestigious 2024 Best Workplaces list.

About the Role

If you're searching for a new and exciting opportunity in the event industry that will allow you to be part of a team that is innovative and focused on simplifying crew management and communication, you're in luck! We are in search of a "Marketplace Specialist" to join the LASSO team. Do you have at least 3 years of experience crewing in the event production industry? Are you highly motivated, organized and have strong multitasking abilities? Do you know how to march the best qualified crew with production an event? Do you have a passion for supporting techs, crew, and teams that produce events? If so, then please read on.

Responsibilities

- Serve as the day-to-day Champion for Marketplace Technicians to ensure they have the information they need, are paid on time and correctly, and have opportunities to work
- Serve as the client liaison for fulfilling labor requests and establishing relationships
- Staff rosters with the most qualified crew members based on client needs
- Vet technicians on their position specific skill set, gear proficiency, and soft skills
- Prepare and deliver all pre-event, live event and post event communications to our Clients and Technicians
- Ensure the scheduled team is provided proper paperwork and information for the job
- Monitor and apply HR & crewing best services
- Collect, review, and approve expense reports for each event
- Act as the liaison between LASSO and potential/current crew members
- Assist in attracting and recruiting the industry's best techs and crew
- Promote LASSO's reputation as the "best place to work"

What Will Make You Successful

→ Essential qualifications

- 3+ years of experience in the event industry, specifically Corporate AV crewing labor
- A solid understanding of technical positions in the event industry
- Strong organizational, planning, problem analysis, and problem-solving skills
- Have a strong eye for details
- Ability to work in a high-energy and demanding environment with a rigorous schedule
- Must have a high level of interpersonal skills to handle sensitive and confidential situations and information
- Ability to multitask at the highest level, while keeping composure and a positive attitude
- Work requires continual attention to establishing priorities and meeting deadlines

- Excellent communication and interpersonal skills – you are the face of Marketplace to our crew
- Strong work ethic in both team and solo projects
- Hands-on experience with software and crew selection processes
- Ability to thrive in a fast-paced, high-growth environment

We look for individuals that align to our core values: Believe the Best, Act with Purpose, Champion Success, Think Like an Owner, Be a Trailblazer, Saddle up.

Benefits

- + Hybrid work environment
- + Competitive salary
- + Health, Dental, Vision, STD/LTD coverage, starting Day 1
- + 401k match
- + Educational Assistance
- + Professional Development stipend
- + Flexible PTO
- + Technology tools to do your best work
- + Awesome co-workers

Come join us and apply now!

<https://forms.monday.com/forms/9abf67e5b155c48acf59113011617ff6?r=use1>

Disclaimer: This job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of you. Duties, responsibilities, and activities may change, or new ones may be assigned, at any time.