



## Phoenix Rising FC – Group Sales Account Executive

The Group Sales Account Executive's role entails, but is not limited to, further developing, maintaining, and increasing our Group Sales Platform. This position will also be involved with strategizing and executing group benefits, initiatives, themes, and offers. While also having the ability to sell full menu (Season Memberships, Partial/Mini Plans, Premium Seating, and single game tickets) and maintain, service, and renew customers of all levels. Position will be based in Phoenix at the Phoenix Rising FC front office.

### Position Responsibilities

- Heavy focus on increasing team group sales through theme nights, initiatives, and offers
- Generate revenue by selling season tickets, mini plans, group tickets, and premium seating
- High focus on self-generating leads through prospecting and networking
- Implement and demonstrate outbound sales efforts by using sales and services best practices, prospecting, networking, lead generation, and data capture and personal data base management
- Greet, support, and serve current and potential clients daily and at games and events
- Work all PRFC events and home regular season/playoffs matches
- Experience in making outbound calls (in excess of 75 per day)
- Ability to work nights, holidays, & weekends
- Ability to lift/push/pull 50 lbs on a regular basis

### Knowledge, Skills and/or Abilities:

- Bilingual strongly preferred
- Strong customer service skills, self-motivated, excellent communicator; and have strong time management and organizational skills
- Excellent verbal and written communication skills
- Proven ability to multi-task and manage projects on strict deadlines
- Proficiency in, Microsoft Office, particularly Outlook, Word, and Excel Ability to work flexible hours including nights, weekends and holidays
- Knowledge of the USL and soccer preferred
- Proficient with TicketMaster Archtics Ticketing System preferred

### Experience/Education Requirements

- Minimum of one year of proven and successful sales or sports sales experience preferred
- Bachelors degree required, preferably in business or sports management
- Prior sports sales experience a plus
- Prior B2B sales experience a plus