

New Orleans Saints and Pelicans Job Description

Position Title: Corporate Sales Account Executive
Department: Corporate Partnership
Reports to: Sr. Manager Corporate Partnership Sales
Type: Fulltime: Non-Exempt
Supervises: NA
Date: 12/4/2019

Overall Purpose:

The New Orleans Pelicans and New Orleans Saints are seeking an experienced sales person to join our Corporate Partnership team as an Account Executive. The successful candidate will be responsible for sales of sponsorship assets including but not limited to the following team advertising elements and programs: TV, radio, internet, print, publications, promotions, suites and ticket sales included in partnership packages.

In addition to sponsorship sales, this position will have a strong emphasis on driving revenue and/or covering expenses for many of the company's current and potential community outreach programs and other franchise priorities. A general summary of job responsibilities follows.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

The Account Executive will have responsibility, as a member of the Corporate Partnership Sales staff, to generate sponsorship revenue for the franchise, reporting to the Sr. Manager of Corporate Partnerships. As such, this person will be responsible to create new sponsors by prospecting and developing new leads as well as maintaining a positive relationship with existing partners for the purpose of annual renewals and up-sales opportunities.

- Assigned Accounts -- Prior to joining the company, the Sr. Manager of Corporate Partnerships will create a prospect list for the new sales staff member.
- New Account Development – Individual will have responsibility for creating and developing new leads, within the parameters established by the Sr. Manager of Corporate Partnerships.
- Sales Goals – The Account Executive will be presented with specific sales goals by the Sr. Manager of Corporate Partnerships and evaluated annually (and semi-annually) on the progress of accomplishing those goals.
- Reports – The Account Executive will be responsible for submitting written weekly status reports, yearly sales projections, attending weekly sales meetings and other duties assigned by the Sr. Manager of Corporate Partnerships Sales.
- Game /Event Attendance Requirements: The Account Executive will be required to attend team events/home games and at times away games and out of town sales appointments when approved by management.

This job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee. The Pelicans are committed to providing equal employment opportunities for candidates and employees regardless of their membership in any protected classifications. The Pelicans will not discriminate in violation of the law on the basis of race, color, sexual orientation, gender, age, religion, national origin, physical or mental disability, and/or any other legally protected class under applicable federal, state, or local laws. This anti-discrimination policy applies with respect to all employment decisions, including but not limited to hiring, promotion, discipline, and discharge. The Pelicans are committed to equal opportunity for persons with disabilities in compliance with the Americans Disabilities Act and state law. If you feel you need an accommodation for a disability, please inform us. Requests for accommodation will be evaluated on a case-by-case basis. If you request an accommodation, it is essential that you participate fully in the interactive process.

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- Approval Process: Obtain approvals prior to corporate partner presentations/proposals from supervisor.
- Presentations: Prepare and present proposals to corporate decision makers in a professional manner.
- Teamwork: Work closely with other team members on the corporate partnership sales and service teams to achieve departmental goals and objectives.
- Organizational Goals: Assist and support the cross organizational goals of the other departments – season ticket sales, marketing, community investment, etc. -- to ensure that their programs and strategic plans are being incorporated into the proposals of our corporate partners and prospects.
- Professional Conduct: Strive to ensure that all elements of our agreements are delivered in a first class manner in accordance with the philosophy of the franchise and within the provisions of the contractual obligations of the organization.
- Expense Management: Expense accounts and budgets related to the implementation and execution of each corporate partnership agreement;
- Franchise Mission Statement: Support the franchise mission statement, vision and values by exhibiting excellence, competence, collaboration, innovation, respect, empowerment of others, commitment to our community outreach programs, accountability and ownership of work.
- Other duties may be assigned.

EDUCATION/JOB REQUIREMENTS:

- College degree required
- 5-7 years of sales/client services experience; team, media or sports experience required
- Marketing and promotions background a plus
- Ability to effectively communicate, both orally and written
- Highly organized and able to manage multiple priorities and projects while working with many categories of clients
- Proficient in Microsoft Word, Microsoft Excel and PowerPoint
- Ability to work nights, weekends and holidays
- Performs any other duties as assigned by the Sr. Manager and Vice President of Corporate Partnerships
- Strong interpersonal skills are required and the ability to work independently is a must

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