

Overview:

Peak Sports MGMT is based in McKinney, Texas and is built on the foundation that we provide a customer service that goes above and beyond. Peak prides itself on hiring and training some of the best people in the collegiate sports industry. Peak Sports provides maximum efficiency through our onsite team members at each collegiate property, and is looking to expand that team.

We are actively looking for an Account Executive to work from St. George UT, for Dixie State Athletics. Our Account Executives are critical in the continued success at Peak Sports MGMT and receive continuous on site sales and marketing training. We are seeking an experienced and well-organized AE. If you enjoy working in a fast-paced, team environment and have prior sales support experience, we want to speak with you! This dual-function role possesses both sales and coordination responsibilities which include, but are not limited to, the following:

Job Responsibilities:

- Serve as liaison between corporate partners, Dixie State Athletics staff and the Athletic Department
- Manage and track all marketing inventory for the property
- Create and deliver marketing contracts and agreements
- Assist property staff with all fulfillment needs
- Assist with corporate hospitality, tickets, in-game promotions and other activities

- Manage all interns and game day staff for select sports programs
- Provide POF (Proof of Fulfillment) for in-venue sponsorship elements
- Prospecting for potential corporate partners
- Maintaining weekly activity standards
- Being held to sales and pipeline numbers
- Hitting and surpassing sales goals

Qualifications:

- Bachelor's degree from a four-year college or university
- Excellent communication, organizational, presentation, and listening skills
- High energy level and positive attitude
- Willingness to work nights, weekends, and holidays (as required)
- Extremely motivated to succeed
- Able to lead and motivate others
- Effective problem solving abilities
- Strong focus on quality of work and attention to detail
- Clean and professional social media accounts
- Ability to multitask and meet deadlines

Benefits:

- 2 weeks paid vacation & 5 sick days
- Medical Insurance (Covered 100% by Employer-NO PREMIUM)
- Dental & Vision Insurance
- 3.5% match on 401k Retirement
- \$100,000 Life Insurance Policy
- Relocation Assistance

We are an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status, or any other characteristic protected by law.