



Position: Account Executive, Membership Sales

Reports to: Sr. Manager, Membership Sales

Position Overview:

As a Membership Sales Account Executive your primary focus is revenue generation through the sale of Atlanta Braves A-List Season Ticket memberships (full & partial ticket plans). The Membership Sales Account Executive's main focus is business to business (B2B) sales. Prior B2B sales process experience is highly valued. The individual in this position will be expected to be an exceptional communicator and teammate.

About Us:

The Atlanta Braves have a sales floor anchored by 4 core values: trust, professionalism, diversity & commitment. Our core values are consistently demonstrated and upheld by all of our team members. The Braves sales team is comprised of individuals who are energetic, collaborative and goal driven. We are team-oriented, while making sure to celebrate individual successes and contributions to our collective goals.

Accountabilities:

- Proactively solicit new memberships primarily via outbound calls, meetings (face to face and/or virtual), and emails.
- Meet and exceed weekly, monthly, and annual membership sales goals.
- Consistently hit out of office & business meeting metrics.
- Identify sales opportunities by establishing professional and personal networks.
- Demonstrate high level of proficiency in personal prospecting to identify membership opportunities with a focus on B2B sales.
- Generate referrals from current clients and prospects.
- Exceed service expectations of all clients and ensure successful onboarding of new members.
- Ability to work sales, promotional, and team events for the purpose of developing new business, occasionally outside normal business hours.
- Ability to maintain organized communication notes and sales funnels within Salesforce.

Requirements:

- Bachelor's Degree.
- At least 2 years of prior sales experience with proven results.
 - Business to business (B2B) sales experience is preferred.
- Must have excellent speaking, writing, and interpersonal skills.
- Proactive and detail-oriented person who can manage multiple tasks.
- Team player who demonstrates a consistent positive attitude and actively demonstrates our sales team core values.
- Skilled in Microsoft Office and Windows-based applications.
- Archtics and Salesforce/CRM experience a plus.
- Traditional work week is Monday - Friday (37.5 hours).
 - Must have ability to work some overtime during gamedays and special events. Including some weekends & holidays.
- Successfully complete a criminal and credit background check.

The Atlanta Braves are an Equal Opportunity Employer.