Account Executive

The South Carolina Stingrays of the ECHL are seeking a driven, high-energy, highly-motivated, competitive sales executive who wants to build a career in the sports business. This account executive position is responsible for generating revenue through the sale of full season, partial season, and group ticket plans. As a member of the South Carolina Stingrays organization the chosen individual will have access to a good base salary and generous commission and benefits package. This is a full-time sales position.

RESPONSIBILITIES/DUTIES:

- Generate business revenue using all sales methods, including cold calls, face to face appointments, prospecting and networking
- Manage accounts in order to exceed established monthly sales goals
- Conduct 50 - 75 new calls on a daily basis
- Aggressive prospect in order to generate new business relationships
- Conduct face to face sales presentations with prospects and potential customers
- Develop prospects by calling on self-generated leads and lists provided of former customers
- Establish professional relations to create repeat business
- Work home games for the purpose of developing new prospects, servicing customers, and performing other game night duties

QUALIFICATIONS:

- Bachelors Degree
- 1-2 Years sales experience or the equivalent thereof with a sports team
- Friendly/Inviting phone presence
- Professional presence to conduct face to face business meetings
- Highly motivated and driven to succeed
- Highly competitive
- Ability to follow direction
- Motivated to start/continue career in sports sales
- High energy

- Excellent oral and written communication skills
- Must work evenings, weekends, and holidays