

Account Executive
Colorado Springs Switchbacks FC (USL Professional Soccer)



The Colorado Springs Switchbacks FC of the United Soccer League is owned and operated by Ragain Sports, LLC.

Position Summary:

- o The Account Executive, Ticket Sales position will primarily sell Colorado Springs Switchbacks FC ticket products to a wide variety of targeted prospective buyers. This position requires a high outbound call volume and a strong work ethic for success.
- o The Account Executive, Ticket Sales position must meet monthly, quarterly, and annual goals for ticket revenue and ticket sales so the ability to consistently achieve results is essential.
- o This position will play a key role on game days, assisting in the operations of sales related activities for clients and patrons.

Responsibilities & Accountabilities:

- o Make a high volume of outbound sales calls to prospective ticket buyers
- o Sell Colorado Springs Switchbacks FC products to a wide variety of prospective buyers and provide service after the sale to those customers.
- o Perform grassroots marketing activities at various locations across Southern Colorado to drive fan development and sales lead generation.
- o Keep accurate CRM records and perform necessary follow up with customers in order to close sales.
- o Process orders by using the AXS ticketing system.
- o Assist in the planning and execution of game day elements and grassroots efforts.
- o Perform other various tasks at the direction of the Manager.
- o Special projects and assignments as business needs dictate.

REQUIRED KNOWLEDGE AND SKILL:

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required.

- A Bachelor's degree from a four-year college or university.
- Minimum of one year in relevant ticket sales experience
- Proficient in Microsoft Office Suite
- Excellent customer service skills
- Self-motivated team player with a proven ability to work well in a team environment
- Ability to establish and maintain strong working relationships with sales clients and co-workers
- Excellent oral, written, organization, and presentation skills.
- Ability and willingness to work nights, weekends and holidays as needed.

Note: When you apply for this job online, you will be required to answer the following questions:

1. Yes/No: Do you have a desire to live and work in the Colorado Springs area?
2. Yes/No: Do you have a minimum of one year in relevant Ticket Sales Experience?