

## **Account Executive, Group Events**

### **Why Join the Pack?**

At this organization, we do things a bit differently. We're not your typical sports franchise pouring all of our focus into the playing stage. We're about uniting together to push the culture forward, challenge the status quo, and accomplish things most didn't think was possible! Whether you're blazing trails in ticket sales, creating for our brands, or using your passion to elevate our vision, your contributions will always shine bright. Together, we are on a journey where chasing greatness is constant and breaking new grounds is a norm.

**Position Summary/Objective:** We are seeking a dedicated Account Executive for our Group Events team to develop, service and cultivate client relationships. In this role you are a comprehensive sales consultant with a strong emphasis on selling group ticket inventory for the Minnesota Timberwolves.

### **What would you do?**

Reasonable accommodations may be made to enable individuals to perform these essential functions:

1. Generate new sales revenue in group events by researching and contacting individuals, companies and industries.
2. Make cold calls, attend charity and networking events, and conduct professional meetings to engage with potential clients.
3. Sell group tickets as well as full and partial season memberships and premium seating to new and existing clients.
4. Meet or exceed weekly "hustle" requirements and appointment expectations.
5. Build excellent client relationships by developing unique touch points, promptly responding to requests or communications, and establishing a dynamic relationship with all customers.
6. Detail all communication efforts in CRM in a timely manner.
7. Participate in educational opportunities on product offerings, pricing and sales strategies, as well as market trends and industry standards to develop your skills.
8. Perform and strengthen other duties as they are assigned.

Please note this job description is not crafted to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities, and activities may change at any time, with or without notice.

### **What are your proficiencies or equivalent experiences?**

1. Strong written and verbal skills.
2. Computer skills: experience with Microsoft Office including Word, Excel, PowerPoint, and Outlook.
3. Able to work flexible hours including nights, weekends, and holidays.
4. Self-starter who also performs well on a team.
5. Comfortable managing processes and tasks in the department under supervision.
6. Working knowledge of CRM and Flash Seats is preferred.

**Experience:** Minimum one (1) year of sales experience. Sports experience preferred.

**Education:** Bachelor's degree or equivalent combination of education and experience preferred.

**Supervisory Responsibility, if any:** This position does not have supervisory responsibilities.

**Travel:** Position may require some travel to external events and client meetings.