

General Description

The Houston Rockets are looking for experienced, talented sales individuals to generate and maximize new business revenue selling Houston Rockets, Toyota Center premium seating inventory including third-party suite rentals to companies and individuals via outbound phone prospecting, external/internal face to face appointments.

Responsibilities include but are not limited to:

- Maximize revenue of Houston Rockets premium full-season, premium partial plans, and suite rental inventory for all Toyota Center events.
- Create and develop new business by regularly prospecting through in-arena tours, external appointments, and outbound phone prospecting.
- Solicitation of corporations and group organizations for the purpose of generating new business revenue
- Set and complete out of office sales meetings as well as conduct arena meetings to close new business
- Meet and exceed weekly, monthly, and annual individual performance goals.

- Maintain, manage and record assigned accounts' correspondence in Salesforce CRM system.
- Manage assigned business accounts to maximize potential revenue
- Must be able to work evenings, weekends, holidays, and all Houston Rockets home games to include prospecting appointments and sales events.
- Attend outside events with the purpose of networking and selling premium products.
- Demonstrates our One Team philosophy of Passion, Accountability, Customer Focus, and Teamwork.

MINIMUM QUALIFICATIONS:

- Bachelor's degree preferred but not required
- Strong work ethic, competitive, coachable and a positive attitude
- 3-5 years prior experience with a sports team or related sales field preferred.
- Must be detail-oriented and organized.
- Present themselves in a professional manner and able to interact with all levels of the

- Houston Rockets organization.
- Candidates must be flexible with their work schedule including evenings, weekends and holidays.
- Strong organizational and computer skills
- Excellent written and oral communication and presentation skills

PHYSICAL & MENTAL REQUIREMENTS:

- While performing the duties of the job, the employee is regularly required to stand, sit, walk, use handle or feel, reach, stoop, kneel, crouch or crawl, talk and hear.
- The vision requirement includes close vision and ability to adjust focus.
- Nature of position requires physical mobility and the ability to lift a minimum of 20 pounds.
- Must have ability to adjust to changing work hours and locations as needed.

We are an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, national origin,

sex, sexual orientation, age, disability, gender identity, marital or veteran status, or any other protected class.