



Pittsburgh Pirates Job Description

Title

Account Executive, New Business Development

Department

Ticket Sales and Service

Job Summary

The Account Executive, New Business Development is responsible for generating revenue for the Pittsburgh Pirates organization through full-menu product sales (season tickets, group tickets, premium suite rentals and hospitality) to companies and individuals with a heavy concentration on season tickets.

Responsibilities

Primary:

- 1) Generate revenue for the Pittsburgh Pirates through full-menu product sales.
- 2) Sell season ticket packages (60%) and group tickets, suite rentals, and hospitality (40%).
- 3) Achieve revenue sales goals
- 4) Be fluent in product knowledge of season ticket plans, season ticket member benefits, and group & hospitality product offerings.
- 5) Utilize networking skills and cold-calling techniques to generate revenue.
- 6) Renew existing group ticket accounts by establishing strong relationships with key group contacts to grow involvement of renewing accounts each year.
- 7) Manage a small book of season ticket renewal business year over year, with the goal of upselling and cross-selling into more revenue each year
- 8) Maintain accurate CRM records of all prospecting activities, pipeline projections, and closed sales for all prospects and sold accounts.
- 9) Maintain the highest level of customer service to all ticket holders.
- 10) Meet with Manager, New Business Development regularly producing accurate updates on prospecting activity, sales performance, outside appointments and event recaps, and account management.
- 11) All other duties as assigned by the Manager, New Business Development.

Secondary:

- 1) Attend outside events with the purpose of driving sales for Pirates products.

Qualifications

Required:

- 1) Bachelor's Degree in Business Administration or equivalent experience
- 2) Minimum of 1 year of sales experience
- 3) Knowledge of Microsoft Office Applications

Desired:

- 1) Experience within a professional sports environment
- 2) Experience in ticket sales
- 3) Proficiency in CRM or Tickets.com software systems