



Denver Broncos Premium Sales Executive

Position Summary:

The Denver Broncos are looking for an experienced Premium Sales Executive. This position will report to the Director of Premium Sales. The Premium Sales Executive is responsible for growing the premium member base for all premium spaces throughout Broncos Stadium at Mile High. This includes, but is not limited to, full season suites, single game suites, club seats, incremental events, hospitality packages and deposits. The Premium Sales Executive is expected to accomplish this through self-prospecting, face to face meetings, breakfast/lunch/dinner appointments as well as in stadium visits. The qualified candidate will possess 3-4 year previous sales experience with a proven track record of face to face success and exceeding sales goals.

Essential Functions:

- This position will be focused on prospecting, appointment setting, executing sales presentations in a face to face format, and closing sales.
- Set and conduct out of office sales appointments throughout Denver in addition to hosting appointments at Broncos Stadium at Mile High.
- Entertain and nurture relationships with clients and prospects through creative means including but not limited to: networking events, one-on-one breakfast/lunch/dinners, in game appointments, creation of prospecting events, etc.
- Collaborate with Premium Service Department to create unique prospecting events.
- Participate in various team and community events, as well as social and civic activities.
- Leverage relationships with current account holders to grow customer participation and foster referrals.
- Candidate must be willing to work non-traditional hours, weekends, and game days.
- The candidate will be accountable for certain levels of activity metrics: outbound effort, appointment goals, and closed sales goals.
- Candidate should possess an optimistic team-first attitude, as well as the competitive desire to be the best.
- Candidate should possess both the personal and professional communication skills to conduct face to face presentations.
- Other tasks and duties as assigned by Director.

Job Requirements:

- Minimum 3-4 years prior sports sales industry experience.
- Proven track record in face to face success.
- Ability to communicate effectively with C-Level prospects and clients.
- Professional verbal and written communication skills.
- Proficient in Microsoft Office suite with Kore/Dynamics CRM being a plus.
- Strong work ethic and a desire to build a long lasting career in professional sports.