

**JOB TITLE: Premier Sales Account Executive**

**DEPARTMENT: Ticket Sales**

**ORGANIZATION: Marquee 360**

**REPORTS TO: Manager Premier Ticket Sales**

**FLSA STATUS: Exempt**

### **BEING PART OF THE TEAM**

Our business is a team sport that began on a field with baseballs and bats and has evolved into one of the most recognizable brands in sports and entertainment through Cubs baseball and live events. Our success is driven by our people, who work to create and inspire change in an engaging, collaborative and inclusive environment. As a team, we continue to build a culture on and off the field that delivers unforgettable experiences for one another, our fans and community. In support of that effort, we expect associates to work primarily in our office. Are you ready to be part of it?

### **OUR STORY**

MARQUEE360 is a team built of thinkers, stewards and uniters of strong brands, iconic places and unforgettable experiences in sports, music and entertainment. We don't just sell - we build and find meaningful ways to bring brands, places and people together through unique partnerships, activations, live events and hospitality.

### **HOW YOU'LL CONTRIBUTE**

The Account Executive, Premier Sales is responsible for generating revenue through prospecting, cold-calling, and closing new Premier Sales at Wrigley Field. This includes responsibility for selling renovated full-season and half-season suite licensees along with club seating within Wrigley Field (see CubsPremier.com for more information). This position generates revenue through a consultative approach to selling in order to meet the needs of potential clients.

### **THE DAY-TO-DAY:**

- Generate revenue through campaign execution, cold calling, networking, and securing referrals for new business opportunities
- Produce new sales of Premier Suites and Club Seats at Wrigley Field
- Create and nurture relationships with top business decision makers and executives
- Regularly conduct out of office meetings and presentations with prospects
- Meet or exceed all organizational revenue targets
- Collaborate with Premier Service Team to retain and upsell existing clients

### **WHAT YOU'LL BRING:**

- Bachelor's degree from an accredited university
- At least 3 years of previous sales experience
- Experience selling suites, club seats and other premier products
- Demonstrated strong interpersonal skills, especially with business decision makers and senior executives
- Demonstrated ability to think outside the box when it comes to new revenue generation
- Ability to work independently with strong cold-call experience
- Demonstrated consultative approach to selling
- Ability to work non-standard hours including nights, weekends, and holidays
- Proficiency with Microsoft Office suite

**WHAT SETS YOU APART:**

- Well-developed network of business owners and executives
- Strong desire to be a sales industry leader and passion for sports sales
- Experience with Zoominfo or a similar lead generation tool
- Experience with Salesforce.com or similar CRM tool

**TOTAL REWARDS:**

- On-site parking
- Transit benefits
- Paid time off: Personal, Sick & Vacation Time
- Casual work attire environment
- Complimentary Meal & beverage plan
- Cubs home game ticket allotment
- Access to campus wide Wrigley Field events & pre-sales
- 401K Plan Employee Contribution & Employer Match
- Benefit Plans: Medical, Dental, Vision & Life Insurance
- Health & Wellness engagement & programming
- Variety of associate special events, volunteer opportunities and partnership discounts
- Access to online associate recognition & rewards platform
- Tuition Reimbursement