



**Job Title:** Account Executive (Premium Sales)  
**Department:** Premium Sales  
**Supervisor:** VP Sales

**ROLE SUMMARY:**

This role will proactively pursue new business for MSG Sports targeting Tri-State area corporations and high net worth individuals primarily focused on all club & premium ticketing and premium hospitality products. These products include but are not limited to the following: Floor Seats, Glass Seats, JP Morgan Club, Delta Sky 360 Club, Madison Club, Season Ticket memberships, corporate group outings and lounges. The ideal candidate has a history of bringing on new business, hitting sales targets and overcoming the challenges that arise with outbound prospecting in a challenging sales market.

**SPECIFIC FUNCTIONS/ACTIVITIES SUMMARY:**

- Maximize new business revenue generation for MSG Sports franchises through year-round efforts to sell new premium season ticket membership products for the Knicks and Rangers, Madison Club memberships, single event suites for all MSG events and MSG premium hospitality banks
- Responsible for managing the entire sales cycle from prospecting clients, closing the and continued service for upsell opportunities.
- Execute new business campaigns through multi-channel outreach, consultative sales meetings, presentations and diligent follow through.
- Negotiate agreements while maintaining accurate and clean data in MSG’s Salesforce and Ticketing Systems.
- Foster positive, cooperative internal relationships with departmental co-workers as well as key inter-departmental contacts.
- Any additional responsibilities assigned by management.

**QUALIFICATIONS:**

- 4 + years’ experience in sales, preferably in sports or entertainment field.
- BSc or BA in Business Administration, Sales, Sports or Marketing
- Knowledge of Salesforce, Archtics Ticketing Database and Microsoft Office
- Excellent communication/presentation skills with the ability to engage and build relationships with VP/Director Level Executives
- Passionate and enthusiastic with excellent organizational and time-management skills
- Proven ability to identify and engage business prospects across various industries including potential new corporate and personal clients
- Proven track record of sales excellence and adaptability as an Account Executive in another Sales role

**SUPERVISION:**

- Oversees this department, approximately **0** people

**PECIAL REQUIREMENTS OF THE JOB:**

*Will this role require travel? Does this role have specific physical demands? Will this job require operation of a vehicle?*

- Normal Office Environment

*The preceding statements are intended to describe the general nature & level of work being performed by people assigned to this job. They are not intended to be an exhaustive list of all duties, functions, responsibilities, and skills required of personnel so classified. MSG reserves the right to modify or deviate from the duties, functions, responsibilities, and skills required of personnel in this job and nothing herein shall restrict MSG management’s right to assign or reassign tasks, duties, or responsibilities to this job at any time. **Please Note: When completed, the Job Description may extend to more than two pages.***