



JOB DESCRIPTION

POSITION: Account Executive, Corporate & Premium Sales
DEPARTMENT: Ticket Sales and Service
REPORTS TO: Director, Ticket Sales and Service
STATUS: Full-Time, Non-Exempt

SUMMARY: The OBC is seeking an experienced Corporate & Premium Account Executive with a strong passion for sales and an affinity for selling to corporations, businesses, and high net worth individuals. This position generates revenue through strategic prospecting, face to face and/or virtual meetings, cold-calling, and relationship building.

ESSENTIAL FUNCTIONS

Responsibilities:

- Generates revenue for OBC revenue generating events
- Coordinates and executes sales calls on all potential customers through cold calling, prospecting and referrals from current customers.
- Conduct face to face and/or virtual meetings with high level executives
- Attend networking events throughout the South Florida area
- Aggressively prospect and research new corporate sales leads to build your book of business
- Renews and retains corporate accounts on an annual basis.
- Maintains computerized records of all clients and prospects in company database (CRM).
- Work to achieve set sales goals as set forth by the department.
- Submits prompt accurate reports and maintains up-to-date, accurate account records.
- Maintain a high level of customer service.
- Participate and contribute to weekly sales meetings and training sessions.
- Work with related departments to promote and generate sales on all events while improving the fan experience.
- Assist with any promotional activities to create awareness and generate sales leads including off-site opportunities.
- Assist with any administrative ticket functions.
- Assist with any special projects or duties as assigned.
- Face of the Orange Bowl Committee in the business community

QUALIFICATIONS

- Bachelor's Degree required in related field (Business, Marketing, Communication, or Sports Management) or relative work experience.
- A minimum 3 years' work experience in professional sports ticket sales/service. Premium Sales experienced preferred.
- Proven ability to prospect and strategically attack corporate community.
- Excellent written and oral communications skills.
- Excellent customer service and problem solving skills.
- Maintain a professional image and positive attitude at all times.

- Ability to handle heavy outbound phone volume.
- Basic understanding of Microsoft Word and Outlook.
- Ability to learn and master new software programs including Ticketmaster and CRM.
- Bilingual (English/Spanish) a plus.
- Ability to work nights, weekends and holidays as needed.