

Sales & Marketing: Ticket Sales

***Ticket Sales Account Executive - Tampa Bay Rays (St. Petersburg, FL)**



Job Description

The Rays are seeking an individual to sell full and partial season plans, group tickets, party areas, suites, corporate packages and small packs. This position will be responsible for selling and servicing accounts, up-selling existing accounts, creating new ideas and theme nights to increase sales, and performing basic office functions.

QUALIFICATIONS:

- 4 year degree required
- Strong work ethic, organization, and desire to build a career in professional sports sales
- Minimum 1-year ticket sales experience preferred
- Strong cold calling experience

JOB FUNCTIONS:

- Solicit new and existing business for full and partial season plans, group seating, party areas, suites, corporate packages and small packs.
- Responsible for managing and maintaining all clients' tickets and information through department ticketing system and CRM (Pro Venue and Microsoft Dynamics knowledge a plus).
- Manage ticketing, including up-selling, and customer service of assigned clientele, while actively seeking new ideas and theme nights to generate revenue.
- Assist in promotion and sales strategies for business-to-business sales.
- Complete sales calls, identifying customer needs and interests.
- Work and perform assigned event day and event night responsibilities, which will include weekends, nights, and holidays.
- Demonstrated ability to effectively manage multiple initiatives simultaneously.
- Perform other duties and responsibilities as assigned. Compensation will be hourly plus commission and bonuses.