

Vinik Sports Group (VSG) is in Tampa, Florida and operates the NHL's Tampa Bay Lightning, Amalie Arena, the University of South Florida Yuengling Center, Tampa Bay Sports and The Identity Tampa Bay.

The Premium & Group Event Executive is responsible for the sale of premium seating and group tickets for Amalie Arena, Yuengling Center, and other acquired properties via phone, email marketing, face to face presentations, in-arena tours, and out-of-office appointments to the local market. In addition, the position is also responsible for generating new ideas to increase ticket sales revenue.

Essential Duties & Responsibilities:

- Responsible for maximizing revenue through the sale of premium and group tickets for Tampa Bay Lightning hockey games, Amalie Arena concerts and events, Yuengling Center concerts and events and other acquired properties
- Generate revenue by selling Lightning Priority Access Club memberships, season tickets and mini plans for Tampa Bay Lightning hockey
- Prospect daily through cold calling, networking, appointment setting, and referrals
- Utilize and create effective sales contacts
- Use proactive tactics to create opportunities for group sales with existing customers
- Develop database for Sales and Services by maintaining complete and accurate customer records
- Perform daily operations and service of all existing accounts
- Assist in the coordination of sales promotions
- Provide excellent customer service
- Must meet or exceed all predetermined activity and sales goals
- Represent the Tampa Bay Lightning and develop lasting relationships at community events
- Perform sales functions during Tampa Bay Lightning home games

Qualifications:

- Bachelor's Degree in Business or related field required
- Two to four years previous group sales experience preferred
- Prior sports/entertainment industry experience preferred
- Ability to build strong and collaborative relationships with team, clients and business partners
- Excellent communication skills (oral, written and presentation)
- Excellent time management and organizational skills
- Ability to manage multiple priorities/projects at once
- Self-motivated, innovative, and a team player
- Demonstrate a passion for sales and creativity
- Ability to work in a fast-paced changing environment and as part of a team
- Ability to work extended hours, including events, weekends and holidays, as necessary
- Ticketmaster, Archtics, Microsoft Excel, and Word experience a plus