



New Stadium Account Executive - KC Current (Riverside · MO)

ABOUT KC CURRENT

We're making history in Kansas City. The Current are building the first stadium purpose-built for a National Women's Soccer League team in the country. The stadium is expected to be complete in the spring of 2024. With a capacity of 11,500, it's also the first stadium built for a single professional sports team in the history of downtown KC. Located next to Berkley Riverfront Park it will be easily accessible for all modes of transportation and the stadium will become a hub for the growth of the downtown KC and a more impactful future, including being a host city for the World Cup in 2026!

The Current training complex and staff facilities are also first of its kind in the world. Opened on June 21, 2022, it's the first training complex built specifically for a women's professional sports team.

Founded in December 2020, the Kansas City Current is led by the ownership group of Angie Long, Chris Long and Brittany Mahomes. Their vision for what's never been done before is setting the standard for not just the NWSL but the world of sports. We are seeking individuals who want to march on this mission with us as the world's eyes are watching. We are making history in Kansas City and desire like-minded, high energy, driven individuals to join us on our journey.

Kansas City is one of the fastest growing cities in the country. It's a city famous for its art, history, BBQ and has more fountains than Rome. Here in the Soccer Capital of America, we are honored to be a host city for the World Cup in 2026 where both our Training Center and stadium are expected to be utilized by the best men's teams in the world.

NEW STADIUM ACCOUNT EXECUTIVE

The Kansas City Current are seeking New Stadium Account Executives to solely focus on new sales for our new stadium opening in 2024. This position will be responsible for generating full menu revenue including full season tickets, partial plan tickets and group tickets through prospecting, cold-calling, face-to-face meetings, and relationship building for the new stadium. The New Stadium Account Executive will work within the sales and service team and report to the VP of Ticket Sales & Service. This stadium, being the first in the country, is generating an incredible amount of publicity and public awareness. Kansas City is also known as a very avid sports town, in addition to being the Soccer Capital of America. We expect demand to far exceed capacity for the new stadium.

Responsibilities:

Includes but not limited to:

- Prospect and qualify new potential sales opportunities across the KC-Metro region
- Relocate and upsell current members to seats in the new KC Current Stadium via proactively booked meetings
- Exceed individual sales goals, meeting, and outbound activity targets.
- Execute and lead dynamic sales presentations, both on-site and offsite at prospect locations throughout the KC-Metro region.
- Maintain and develop relationships with existing and future clients to grow prospect pool and increase selling opportunities.
- Represent the Current at local networking, community, and corporate events to generate awareness, excitement, and sales leads throughout the region. Consistently and effectively manage a robust sales pipeline while providing updates and forecasts to the VP, Ticket Sales & Service.
- Utilizes Salesforce CRM system to manage accounts, pipelines, sales process, and activity.
- Create, track, develop and maintain all proposals, research, contracts and follow all sales processes diligently.
- Clearly and effectively communicate personally and professionally within all levels of a company, both internally and externally.
- Provide excellent customer service.

Perform game-day responsibilities, including entertaining clients and creating new business opportunities.
Work with Marketing team to develop as needed club email communications to depositors, members, and prospects.
Participate and contribute to weekly sales and service department huddles and training sessions.
Assist with any other special projects or duties as assigned.

Minimum Education and Qualifications:

Bachelors' Degree in Business Management, Marketing, or a related field Minimum of two or three years of sales experience
One year of experience in formalizing sales proposals

Working knowledge sports and sports teams

Confidence with face-to-face selling and ability to build meaningful relationships with key stakeholders in the market

In lieu of a degree and previously mentioned experience, four years of sales experience with experience in formalizing sales proposals may be considered Local market knowledge is a plus but not required

Must be able to work collaboratively across all departments and have a team-first mentality Must be able to work irregular hours, evenings, weekends, events, and holidays as required

Valid driver's license and reliable transportation with ability to consistently travel to offsite client meetings.

All new hires must be fully vaccinated for COVID-19 by date of hire, subject to legally mandated accommodations.