



Taymar Sales U. & UConn Athletics | Account Executive – Ticket Sales

Who We Are: Taymar Sales U. specializes in ticket sales and services for colleges and sports teams. Taymar Sales U. is hiring top talent to be a part of a fast-paced, dynamic environment with quick career growth and daily development opportunities through easy accessibility to senior management. Members of our team possess a desire to be a part of a growing industry and company that is on the ground floor of changing how college athletics drives revenue and increases fan attendance.

Position Overview: Taymar Sales U.'s UConn Ticket Sales & Service Account Executive position will learn and expand his/her knowledge of the fundamentals of the sales process through group sales, new season ticket sales and renewals across all ticketed sports. The Account Executive position will receive training, development and be provided the opportunity for rapid career advancement to Senior level sales roles, and leadership positions.

Responsibilities:

- Sell a full menu of ticket products for Football, Basketball and other athletic ticketed events, via outbound phone calls and face- to-face presentations including, but not limited to, season tickets, flex ticket packages, group tickets, premium tickets, and premium hospitality packages.
- Build relationships in the community and expand business with current ticket holders and cold call new prospects and referrals to drive revenue.
- Work in the assigned on campus location on a daily basis as well as go on in person meetings out in the community.
- Contact businesses and individuals in the local area via outbound phone calls, appointment and event-based selling.
- Deliver excellent customer service and cultivate relationships with current and future fans.
- Represent the UConn athletics department with the highest levels of character and integrity.
- Build internal relationships with the athletic department.
- Achieve and exceed quarterly and monthly sales goals established by management team.
- Must be able to work evenings and weekends, as required. All home games will be worked in various capacities: prospecting appointments, sales tables, and game events.
- Other related duties as assigned by the General Manager.

Qualifications:

- Bachelor's Degree with concentration in Sports Marketing or a related field.
- Comfort with making outbound phone calls in a professional and friendly manner.
- Strong work ethic, positive attitude and desire and ability to learn in a fast paced industry.
- Experience and proven success in an inside sales program or ticket sales role preferred.
- Strong drive to learn the sales process and grow your career rapidly
- Strong work ethic, positive attitude, integrity, communication skills, and desire & ability to learn in a fast paced, highly competitive industry
- Full Time role.