



Title: Account Executive, Ticket Sales

Job Summary: The Account Executive position is an incredible opportunity to start a sales career in the sports industry with an organization committed to professional growth and career development. Account Executives will work through a 2-week virtual training program to prepare them for both virtual and in-person selling environments.

Account Executives experience every aspect of the ticket sales operation in addition to a 360-degree view of the organization, while developing the skill set needed to succeed in the sports industry through recurring sales and product training. Account Executives may be placed into a fast-track mentor team with a focus on Season Tickets, Group Tickets or Season Ticket Services.

The primary responsibility of the Account Executive, Ticket Sales is to build relationships with potential prospects to sell Season Ticket Memberships, Mini-Plans, Suites, and Group tickets. Account Executives will have the opportunity to utilize the [Award Winning](#), Golden 1 Center when hosting prospects at VIP events and Tours.

The Kings have been recognized as Social Selling leaders in the industry and success in this position is enhanced through [Sales 3.0](#) with Premium tools such as: [Salesforce](#), [DialSource](#), [Chorus](#), [OneMob](#), [ClearSlide](#), [ZoomInfo](#), [Linked-In Sales Navigator](#), among others.

The ideal candidate is passionate about starting a sales career in the sports industry, possesses a strong work ethic, can battle through adversity, and has the determination to succeed in an ultra-competitive, fast paced, and highly rewarding work environment.

Key Responsibility Areas:

- Responsible for meeting or exceeding all individual performance and developmental goals within specified time frames
- Builds relationships with prospective customers via outbound telephone efforts and enhances those relationships through face to face and virtual appointments
- Candidates should represent our Core Values of PROUD, PROGRESS, BELIEF, and FAMILY
- Actively participates in sales training and career developmental opportunities
- Works during all Sacramento Kings home games (43 events) in a multitude of different capacities including, but not limited to: prospecting appointments, sales tables, off-site events and pregame and in-game events

Qualifications:

- 4-year college degree in Business, Sports Management, or related field preferred
- Previous sports and/or telemarketing or outside sales experience is preferred
- Dependability is key: consistently punctual and prepared for a fast-paced environment, executes instructions, and embraces coaching
- High level of confidence, enthusiasm, and personal accountability
- Excellent writing, communication, interpersonal skills and the ability to present sales material to large groups and customers
- Ability to work nights/weekends/flexible schedule required