

Premium Sales Account Executive

The United Center, a premiere sports and entertainment facility home of the Chicago Bulls and the Chicago Blackhawks, seeks a well-organized and motivated individual to be their Premium Sales Account Executive.

Premium Sales Account Executives are responsible for selling an array of United Center premium ticket-related products, that include the Chicago Bulls, Chicago Blackhawks and Concerts/Special Events. Heavy emphasis will be placed on new business development through both virtual and face-to-face meetings at the United Center and out of office. Ideal candidate must be detail oriented and organized with the ability to effectively communicate with a wide range of clientele, be well-versed in prospecting, appointment setting and executing sales presentations. Candidate should also have the ability to function in a fast-paced environment; possess a positive attitude, self-confidence, enthusiasm, professionalism, and a very strong work ethic.

Key Responsibilities:

- Responsible for, but not limited to, the sale of season suite licenses and club spaces for Bulls, Blackhawks and Concerts/Special Events.
- Meet and exceed established weekly, monthly and annual sales goals.
- Build new relationships through self-prospecting, cold calling and effective campaign management.
- Generate virtual, out of office and United Center “face-to-face” meetings to create new opportunities with top area businesses and B2C sales campaign leads.
- Entertain and nurture relationships with prospects through creative means, including but not limited to: one-on-one meals, prospect sampling at games, seat visits at games and outside meetings.
- The candidate will be accountable for weekly and monthly KPI’s (calls, touchpoints and appointments).
- We are looking for candidates that possess an optimistic team-first attitude, as well as the competitive desire to be the best.
- Continually create and implement unique sales strategies, ideas and programs as a means of producing new business opportunities.
- Enhance sales culture by developing mutually beneficial working relationships with all team members.

- Participate and contribute to daily or weekly sales team meetings and game-day duties.

The ideal candidate must also have the ability to work on some event nights, including weekends and holidays, to assist in smooth operations and excellent service for all Premium Seating Members.

The United Center is committed to cultivating and preserving a culture of diversity, equity, accessibility, and inclusion. Our diversity initiatives start with the recruitment and selection process. We welcome all candidates to apply.