

## ACCOUNT EXECUTIVE - SMU TICKET SOLUTIONS

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Learfield IMG is actively seeking an Account Executive – Ticket Sales and Service to work from **Dallas, TX**, for the **SMU** ticket sales team. Our highly valued Account Executives are a critical piece of our puzzle! Without their contributions, the property could not deliver on its commitments. We are looking for an experienced and well-organized Account Executive to provide the necessary support to the ticket sales team. The goal is to facilitate the school's outreach and revenue generation to maximize and help the university grow in attendance and revenue. If you enjoy working in a fast-paced, dynamic team environment and have prior ticket sales experience, we want to meet you!

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### RESPONSIBILITIES

- Sell Football and Men's and Women's Basketball Season Tickets, Corporate Packages, Partial Plans, Group Tickets, and other Ticket products
  - Call current and past customers and cold-call new sales leads to generate sales
  - Contact area businesses and individuals via phone, in-person appointments and networking events to sell season tickets, corporate, partial plans and group ticket plans.
  - Work all home games, performing various ticket sales and service duties throughout the game
  - Build relationships to provide repeat business and excellent customer service
  - Achieve and exceed weekly, monthly and annual sales goals established by management
  - Act proactively to create opportunities for new business with existing customers
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### QUALIFICATIONS

- Bachelors Degree or equivalent work experience
- Demonstrate a proven track record in sales and building quality relationships
- Have a friendly and professional telephone manner
- Strong desire to learn about our business and grow your professional career
- Effectively express ideas verbally and in writing
- Independently take action beyond what is called for
- Be able to generate original and imaginative solutions to business opportunities
- Demonstrate a positive attitude
- Maintain a flexible work schedule

- History of success in ticket sales preferably with a major Division 1 university or professional sports
- Minimum of 6 months of sales or customer service experience.
- Provide superior customer service to clients throughout the season
- Miscellaneous duties as assigned by General Manager