

The Standard

At Comcast Spectacor, we strive to win championships, deliver the best fan experience in sports and entertainment, and serve as a unifying force for the community. It matters how we get there. There is a standard.

***Dedicated** - We work hard and get things done.

***Collaborative** - We are great teammates. We put each other and the organization first.

***Innovative**- We challenge the status quo. If there is a better way, we find it.

***Informed**- We make decisions based on data and analysis. We know our stuff.

***Responsible**- We are ethical stewards of the platforms, resources and access granted to us.

***Intentional** - We are purposeful and consistent in building a culture that welcomes and respects everyone. We provide equal opportunities and treatment.

We hold ourselves accountable to the Standard.

The Philadelphia Flyers and the Wells Fargo Center are seeking a Membership Sales Account Executive who is highly motivated, coachable, and passionate about the revenue generating side of the sports business. They will be responsible for generating ticket sales revenue by selling full, half, & partial season ticket plans, group sales packages, and premium products for the Philadelphia Flyers, Philadelphia

Wings, and other Wells Fargo Center events.

Responsibilities:

- Generate ticket revenue through full and half season packages, partial plans, group sales, and premium seating via outbound sales campaigns for the Philadelphia Flyers, Philadelphia Wings, and Wells Fargo Center.
- Establish professional relationships with existing customers in order to create new business opportunities and provide superior customer service
- Use cold calling, appointment setting, and social selling as tools to sell season ticket, group seating, and premium seating packages to local companies
- Conduct in person and out of office appointments to gain business with new and existing customers while maintaining high call volumes
- Utilize sales engagement platforms to run sales cadences & send email communication to clients.
- Call past customers and new customers to generate ticket revenue
- Participate in professional networking events to gain additional business & develop relationships with new leads

- Handle incoming sales calls from prospective clients for all ticketing inquiries
- Meet or exceed appointed sales goals for all ticket packages
- Document all customer interaction via Salesforce, Salesloft and Paciolan.
- Be available to assist at games and other special events with the intent of cultivating new business prospects.

Qualifications:

- Bachelor's degree from accredited college/university in a related field required
- Minimum of 1 year's sales experience, preferably in sports/entertainment, required
- Familiarity with Paciolan and Salesforce.com (CRM) preferred; proficiency in Microsoft Office applications such as Excel, Word and Outlook is required
- Excellent written and verbal communication skills in the English language required
- Demonstrated ability to manage numerous business relationships in a professional manner
- Superior time management skills and presentation skills

- Must possess attention to detail, organizational skills, and ability to listen
- Professionally persistent, competitive, and possesses a dedicated attitude towards revenue generating side of sports business
- Highly motivated and positive individual with strong aspirations to be successful
- Ability to work nights, weekends and holidays as needed, in addition to traditional business hours

Limited work from home opportunities

This information has been designed to indicate the general nature and level of work performed by employees in this role. It is not designed to contain or be interpreted as a comprehensive inventory of all duties, responsibilities, and qualifications.

We are an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, national origin, sex, sexual orientation, age, disability, gender identity, marital or veteran status, or any other protected class.