

COMPANY BACKGROUND

The Reno Aces, Triple-A affiliate of the Arizona Diamondbacks, is Northern Nevada's premier professional sports organization deeply rooted in the local community.

Located at the base of the Sierra Nevada mountains in the heart of downtown Reno, the Aces boast excellence on and off the field. A two-time Pacific Coast League champion (2012 and 2022), the Aces have reached the post-season in two of the last three seasons, while being supported by an outstanding fan base, enjoying the highest attendance at Greater Nevada Field since 2015.

COMPANY VALUES

HOME means Nevada and the Reno Aces pride themselves on the values of Honesty, Opportunity, Memories, and Energy. We are looking to welcome talented individuals who share the organization's core values and are looking to explore professional growth opportunities in the sports industry.

POSITION SUMMARY

The Inside Sales Account Executive is responsible for driving new ticket revenue by engaging with prospects through outbound calls, in-person meetings, stadium tours, and event participation.

ESSENTIAL DUTIES

- Sell a full menu of ticket products, including season plans, group packages, and hospitality options
- Generate new business through proactive outreach and relationship-building efforts
- Partner with local organizations and nonprofits to support ticket fundraising initiatives
- Maintain strong client relationships through effective follow-ups and exceptional customer service
- Identify opportunities for upselling and referrals to maximize revenue potential
- Promote theme nights by engaging with community groups and organizations
- Reconnect with past customers and prospects to drive renewed interest and ticket sales
- Conduct stadium tours and on-site meetings to facilitate sales and build connections
- Represent the Reno Aces and Greater Nevada Field in a professional and positive manner.

- Assist in game-related responsibilities
- Other duties as assigned

QUALIFICATIONS

- 1-2 years of experience in customer service or sales, with both in-person and phone interactions
- Bachelor's degree in business, sales, marketing, sports management, or a related field preferred
- Excellent relationship building and interpersonal skills.
- Exceptional communication and presentation abilities, both written and verbal
- Curious, coachable, and eager to grow
- Disciplined self-starter
- Highly motivated individuals with a strong desire to build a career in sports sales
- Must be able to work evenings and weekends, as required.

WORK ENVIRONMENT

- Work in clean, pleasant, and comfortable office setting

- Minimal travel required

PHYSICAL REQUIREMENTS

- Must be able to lift and carry up to 30 pounds
- Must be able to talk, listen, and speak clearly on the phone for several hours a day
- Must be able to stand on concourse during games for 3 hours at a time

Job Questions:

1. Why do you want to work for the Reno Aces?
2. Briefly describe your interest in growing your career in Sports Sales.