



The Ticket Sales Representative will be focused on the objective and responsibility of producing revenue by driving Group Sales initiatives through themed events and traditional categories.

FC Dallas is looking for an experienced, results-driven salesperson to join our ticket sales team. This position is a full-menu ticket sales role, with a primary focus on driving Group Sales initiatives through themed events and traditional categories. The ideal candidate will have a proven track record of success in Group Sales and the ability to prospect and drive ticket sales in Toyota Stadium. This position includes a base salary, 10% sales commissions, other bonus opportunities and a competitive benefits package.

What you'll do:

- Create, sell, and execute group events for every home game at Toyota Stadium.
- Identify sales prospects and contacts through multiple prospecting resources.
- Initiate new business from internal leads.
- Meet a daily and weekly minimum of outbound new business calls and face to face sales appointments.
- Create and present new business sales proposals to C-level executives.
- Establish rapport and maintain contact with current and potential clients.
- Attend networking events, conferences, meetings, and other local promotional opportunities to build a professional network in the DFW area.
- Coordinate timely payment and delivery of tickets for all group events.
- Be up to date on industry best practices specific to group sales and events.
- Be able to work weekends and holidays as pertaining to game schedule and promotional events.
- Perform miscellaneous job-related duties as assigned.

You are:

- Goal-oriented and can work under pressure while juggling multiple prospects.
- Constantly looking for innovative ways to engage fans to drive sales.
- Willing to work nights, weekends, and holidays in addition to "traditional" Monday-Friday hours.
- A team player who is outgoing, driven, and communicative.

Qualifications:

- Bachelor's Degree required.
- At least 2 years of Sales experience, preferably Ticket Sales.
- Strong interpersonal and communication skills.
- Bilingual (Spanish) skills a plus, but not required.
- Fully vaccinated candidates highly preferred.