



Account Executive-Season Tickets & Group Sales

Kansas City Royals (Kansas City, MO)

Status: Full-time

Category: Ticket Sales & Services

Job Summary:

To sell the total product including Full, Partial and Premium season ticket plans, as well group tickets and party areas. The ideal candidate must be an aggressive, experienced sales professional who possess the ability to grow an existing client base to its fullest potential. Candidate must be the ability to take a consultative approach in understanding client needs as they relate to company products and services. In addition to client development, this individual will be responsible for new business development through referrals, networking and relationship developed in tandem with community organizations.

Accountabilities:

- Conduct sales presentations to businesses, organizations and individuals in Kansas City and the surrounding market place
- Coordinate and execute sales calls and potential customers through cold calling, prospecting and referrals from current customers
- Attain individual and department sales goals as set by the Manager, Season Sales and Manager, Group Sales
- Manage schedule to achieve daily and weekly goals for calls, contacts and appointments
- Generate new business through area businesses and organizations
- Develop new group sales programs and special events
- Maintain accurate documentation of prospecting and sales activity
- In conjunction with the Entertainment and Event Operations Departments, coordinate logistics and assist in the execution of group events
- Visit prospects and customers during home games
- Other duties and responsibilities as assigned by the Manager, Group Sales, Manager, Season Sales or Director, Sales and Services

Requirements:

- A minimum of two (2) years work experience in sales and/or customer service. Proven ability to meet goals and work well with co-workers and supervisors in a team environment
- Strong organizational and time managements skills
- Excellent oral communication, customer service and problem solving
- Ability to function in fast-paced environment, handle multiple projects and meet deadlines
- Proficient computer skills including experience with MS Office products such as Word, Excel and Outlook as well as ability to learn and master new software programs
- Ability to travel around the stadium visiting clients during home games. Must be able to escort and show potential customers various seating options and facilities around the stadium as well
- Consistent, punctual and regular attendance
- Professional image and demeanor
- Available to work flexible hours including holidays, evenings and weekends
- Available for some travel outside the Kansas City area as needed

EOE /M/F/D/V