



Account Executive, Season Ticket Sales

Description

Columbus Crew is seeking a driven and self-motivated Account Executive, Season Ticket Sales committed to growing his/her career in the sports industry. This person will be a member of the Ticket Sales team, responsible for leading new business generation efforts across all ticketing products. The Account Executive will be responsible for selling a full menu of season tickets, premium hospitality packages, group tickets and partial season plans for the Columbus Crew. Account Executives should be results driven, possess an optimistic team-first attitude and a desire to be the best. This position reports to the Director of Ticket Sales.

Essential Duties & Responsibilities

- Prospect, establish, research and close ticket sales leads through cold-calling, in-person appointments and networking
- Conduct a high volume of in person sales meetings, including stadium tours, to close new business
- Adhere to department guidelines in relation to call volume and outside networking opportunities and key performance metrics
- Work closely with Ticket Operations and Membership Services departments to achieve sales and prospecting goals
- Consistently enter client data into CRM and Archtics ticketing system to aid in information sharing between sales and service as well as analytical data aimed at enhancing the Crews sales processes
- Consistently maintain a strong sales pipeline and display the capability to manage a sales funnel effectively
- Maintain high level of customer service to existing and new clients of the Columbus Crew
- Participate in various sales, team and community events as assigned
- Represent organization at various networking events and/or offsite community events promoting ticket sales active role in the Columbus Crew game day experience
- Maintain accurate records in support of sales efforts as defined by the organization

Qualifications

- College graduate (4) year degree required
- Minimum of one (1) year of professional experience in sports or entertainment ticket sales
- Strong customer service and interpersonal skills
- Ability to handle heavy phone volume, both outbound and inbound
- Ability to work weekends, nights, and holidays as dictated by games and events
- Strong ability to quickly and effectively establish rapport and build new relationships
- Willingness to learn, receive coaching and be competitive
- Highly developed professional attitude, appearance and inter-personal skills
- A solutions-based, consultative approach to solving problems

- Ability to confidently deliver information, analysis and recommendations to senior business leaders (both internally and externally)
- Strong individual organization, time-management and communication skills
- Passion for the sports industry, with a strong desire to build a career in sports business