

JOB TITLE: Business Development Account Executive – Ticket Sales and Hospitality

DEPARTMENT: Business Development – Ticket Sales and Hospitality

REPORTS TO: Manager, Business Development

FLSA STATUS: Full-Time Exempt

ROLE

The Business Development Team maximizes revenue on hospitality throughout the Wrigleyville campus at properties owned by the Ricketts Family. These include Chicago Cubs club seating, premier rentals, and other ticket packages along with Wrigley Rooftops, Concert hospitality, and the American Airlines Conference Center. This position generates revenue through a consultative approach to selling in order to meet the needs of potential clients with a wide array of solutions.

RESPONSIBILITIES

- Maintain consistent dialogue with new and existing sales leads (40 to 60 outbound calls per day) while balancing other necessary touchpoints to drive success
- Generate new revenue through campaign execution, cold calling, networking, and referrals
- Maximize existing revenue through relationship building, renewals and upsell opportunities
- Engage in effective needs analysis to maximize packaging opportunities across entities
- Conduct out of office and ballpark appointments with prospects and customers
- Identify and capitalize on additional sales opportunities that extend beyond core responsibilities
- Meet or exceed all operational and revenue targets

REQUIRED QUALIFICATIONS

- Bachelor's degree from an accredited university
- At least two (2) years outbound sales experience
- Demonstrated skill in time management and ability to sell multiple products concurrently
- Strong attention to detail and organizational skills
- Demonstrated customer service skills
- Demonstrated ability to work well within a team environment
- Ability to work non-standard hours including nights, weekends, and holidays
- Proficiency with Microsoft Office suite

DESIRED QUALIFICATIONS

- Proven track record of revenue generation through the execution of new business strategies
- Strong desire to be a sales industry leader and a passion for sports sales
- Proven ability to multi-task and manage projects on strict deadlines
- Experience with salesforce.com or similar CRM tool