

REVELxp is the ***national market leading company in game day experiences and hospitality.***

Our team, with beginnings in ISP Sports and 35+ years of leadership in the sports & entertainment industry at the helm, has worked hard to build the fastest growing company in the game day experience space in America. We are growing at a rapid pace and are looking for goal-oriented, high-energy individuals to join our team!

REVELxp is on a mission to revolutionize the sports and entertainment industry. Our team works with more than 100 major teams and sporting events, hosting millions of fans, and participating in thousands of events annually.

We created REVELxp to reimagine and redefine game day with memory-making experiences that ignite fan passion, drive attendance, and build loyalty for sports and entertainment brands across the world. This is why jobs here at REVELxp offer countless ways to create memorable experiences - from hospitality to operations to revenue generation. Our fast-paced, fun environment is what helps us create true partnerships with the professional sports properties we work alongside. The REVELxp team seeks to grow with innovative self-starters who want to be a part of reshaping fan experiences across the nation.

As the **Account Executive**, you will be responsible for sales and guest relationships at the University of Virginia. As part of this position, the Account Executive will receive best in class sales training that has been developed and implemented with success across multiple sales teams. The ideal candidate will possess excellent interpersonal and communication skills, the ability to gather and synthesize key information and the ability to work effectively with a variety of colleagues across multiple levels and geographies.

#### DUTIES AND RESPONSIBILITIES

Primary duties to include, but not limited to the following:

- Sell a full menu for all Virginia ticketed sports including season ticket sales, mini plan sales, group sales, and individual game sales to include but not limited to: Football, Men's Basketball, Women's Basketball and Baseball.
- Secure donations from ticket purchases and other donors that have an interest in supporting Virginia Athletics.

- Generate revenue primarily by creating relationships via outbound/inbound phone calls and face-to-face meetings. Calls will be supplemented using emails and other marketing efforts.
- Provide a high level of service that enhances a guest's overall experience.
- Contact area businesses and individuals using a defined multi-touchpoint program to foster the greatest opportunity for engagement.
- Achieve and exceed weekly sales goals and performance metrics that are designed in tandem between the Account Executive and leadership team.
- Work game days, where you can further build relationships with fans and prospective purchasers.
- Understand key client information including business strategy, products and services, key customers, and competitors,
- Become proficient in Salesforce as a national CRM system to track and report on all sales efforts and Paciolan ticketing software.
- Other duties as assigned.

## **Requirements**

- Bachelor's Degree and/or active progress towards a degree (or equivalent experience) is preferred.
- Knowledge of sports and the excitement surrounding in-person events is a plus.
- Self-motivation that drives individual results while being a strong team player.
- Possess a high energy, strong desire to achieve top results with a charismatic, positive "can-do" attitude via the phone and in person.
- Effectively communicate in verbal and written forms.
- A positive attitude who will be coachable in best practices.

**REVELxp** is an equal opportunity employer that values diversity. All employment is decided based on qualifications, merit, and business need. All candidates must be authorized to work in the United States and successfully pass a criminal background check.

We are an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, national origin,

sex, sexual orientation, age, disability, gender identity, marital or veteran status, or any other protected class.