



**Account Executive, Group Sales**

Florham Park, NJ

**Job Summary:**

Our ideal candidate will be an enthusiastic self motivated individual with a strong work ethic. Individual should have a strong passion for sales and a desire to build a career in professional sports. This position generates revenue through strategic prospecting, cold-calling and relationship building.

**Responsibilities:**

- Meet or exceed all specified group sales goals
- Research, prospect and establish new leads via cold-calling, networking and participation in community events
- Establish and maintain relationships with group clients for referrals and renewals
- Develop new ideas, incentives, and promotions for department to help generate increased group revenue
- Provide superior customer service to clients and prospects
- Game day responsibilities include meeting with group leaders, assisting in all group sales initiatives and game day assets
- Build relationships through face to face interaction with current and prospective partners
- Ability to work home games and prospecting events throughout the year

**Required Qualifications:**

- Bachelor's degree
- Minimum of 1 year sports sales experience
- History of consistently achieving or sustaining sales goals
- Demonstrated ability to effectively manage multiple initiatives simultaneously
- Must possess problem solving and decision-making skills. Ability to prioritize workload in a fast-paced environment
- Must be able to work flexible hours including evenings, weekends & holidays

**How to Apply:**

Interested applicants should complete an application and submit a cover letter and resume at the link below.

**Position:** Account Executive, Group Sales

**Department:** Consumer Sales & Service

[Fill out the application and upload your resume and cover letter here.](#)

**GENERAL INFORMATION** A background check will be conducted prior to the start of the position. The New York Jets are proud to be an equal opportunity employer. It is the policy of the Company to provide equal employment opportunities to all employees and applicants for employment without regard to race, creed, color, religion, sex, national origin, age, disability, marital status, military status, genetic information, sexual orientation, gender (including gender nonconformity, status as a transgender individual, gender



identity or expression), pregnancy, childbirth or related medical conditions, sexual orientation, affectional orientation, marital status, civil union status, and domestic partnership status, age, physical or mental disability, genetic information, service in the uniformed services, or any other characteristic protected by federal, state or local law. The New York Jets are committed to providing reasonable accommodations for candidates with disabilities.

The New York Jets require a COVID-19 vaccination as a condition of employment, subject to exception under applicable law.