

Monumental Sports & Entertainment (MSE) is one of the largest integrated sports and entertainment companies in the country with one of the most diverse partnership groups in all of sports. MSE owns and operates seven major and minor sports teams: 2018 NHL Stanley Cup Champion Washington Capitals, NBA's Washington Wizards, WNBA's 2019 Championship Washington Mystics, NBA G League's Capital City Go-Go, 2021 & 2020 NBA 2K League Champion Wizards District Gaming and Caps Gaming, an esports sub-brand of the Capitals. Additionally, it holds a significant investment in a seventh professional team, Team Liquid, an endemic esports team owned and operated by aXiomatic, in which MSE is an investor.

In September 2022, MSE acquired the regional sports network, then-called NBC Sports Washington and newly rebranded as Monumental Sports Network.

Monumental Sports Network now holds the exclusive local television media rights to Capitals', Wizards', and Mystics' games. The network is both a linear channel and a digital operation. Prior to acquiring the linear platform, the digital platform was launched by MSE in 2016, as the first-of-its-kind regional sports network for digital, mobile, and streaming platforms. Those linear and digital platforms are now combined and join Caps Radio, Wizards Radio, MSE Outdoor and Monumental Productions for a full suite of six media enterprises.

In addition to Capital One Arena – a venue which hosts 3M+ visitors across over 250 events annually, MSE also manages MedStar Capitals Iceplex (training facility for the Capitals), MedStar Health Performance Center (training facility for the Wizards, Mystics, and Go-Go) and EagleBank Arena (a 12,000+ live event venue on George Mason University's campus).

In July 2020, MSE partnered with William Hill (subsequently acquired by Caesars Entertainment) to open the first ever in-arena sportsbook in North America, now called Caesars Sportsbook.

MSE opened “District E powered by Ticketmaster” in the spring of 2023, a flagship esports and entertainment venue. This 14,000-square-foot live-event theater offers a 365-day-a-year series of immersive experiences in esports, music, culinary excellence, event programming, and community events.

**MSE proudly promotes its core values for all those that interact with the company. As a member of our team:**

1. You will provide first-class customer service and value for our fans.
2. You will champion a double-bottom line that engages, unifies, and gives back to the community we serve.

3. You will work tirelessly to build generationally exceptional teams that compete for championships year after year and create lifelong memories for our fans.
4. You will measure performance with specific objectives and metrics and our analysis and decisions are compelled by data.
5. You will prize leadership, but you should value teamwork and collaboration and transparency even more. We treat each other with respect. We act with honesty and integrity. We remain humble.
6. You will innovate. We are nimble and first to market. We are not averse to risk.
7. You will have fun. We are in the business of happiness.

**Position Overview:** The Account Executive, Inside Sales is responsible for selling and servicing new accounts, building and implementing new ideas to drive ticket sales revenue, and performing basic office functions as needed.

Are you highly motivated, passionate about building a career in sales, and love sports?

We would love to hear from you!

**Responsibilities:**

- Sell a full menu of ticket products for the Washington Capitals, including, but not limited to full and partial season ticket packages, group tickets, and hospitality packages.
- Make cold calls from lists of area companies provided to sell season ticket packages and group tickets.
- Effectively follow up with clients and prospective clients to establish relationships to help provide repeat business and to meet excellent customer service requirements.
- Contact past customers to generate new sales and actively build opportunities for new business through up-selling opportunities and referrals.
- Cordially and efficiently handle incoming sales calls from prospective clients for all ticket sales products.
- Conduct in-arena appointments and tours of Capital One Arena to assist in closing new business and developing new relationships.
- Meet or exceed assigned sales goals and work different events and games in order to best support ticket sales efforts and promotional initiatives.
- Other duties as assigned.

## **Minimum Qualifications:**

- Bachelor's degree or equivalent experience.
- Excellent relationship building skills, with the ability to interact comfortably and effectively with internal and external clients at all levels of an organization.
- Outstanding interpersonal, written, and verbal communication skills; strong presentation skills.
- Ability to work on-site daily.
- Results-orientated and competitive approach to the selling process.
- Experience with Archtics and Microsoft Office computer software and contact management systems.
- Prior sales experience is a plus.
- Flexibility to work evening, weekends, and holidays as needed.

**Pay Rate:** \$17.50 USD/hour.

**Benefit Eligibility:** This role is eligible to participate in health and welfare benefits.