



Account Executive, Ticket Sales – Atlanta Falcons

Job Overview: *An Account Executive, Ticket Sales is primarily responsible for selling new stadium personal seat licenses (PSLs) and other premium inventory for the Atlanta Falcons at Mercedes-Benz Stadium. The Account Executive should be a professional, self-motivated, and optimistic individual. The Account Executive will work under the guidance of the Manager of Ticket Sales, with some direction from the Sr. Director of Ticket Sales & Service, in a team-first, competitive and fast paced sales environment.*

Major Responsibilities:

- This position will be focused on prospecting new business, appointment setting, executing face-to-face sales presentations and closing deals.
- Set and conduct in-person sales appointments at Mercedes-Benz Stadium with high-level executives and business owners throughout the metro Atlanta area.
- Effectively and efficiently manage a sales pipeline of both businesses and consumers through a customer relationship management system.
- The candidate will be accountable for certain levels of activity (calls and e-mails) & appointment goals resulting in closed sales and achieving revenue goals.
- Due to the nature of this industry, the candidate must be willing to work non-traditional hours, weekends, and game days.

Job Requirements:

- Bachelor's Degree or equivalent
- Minimum of 2-3 years of prior sports sales/industry or equivalent sales experience is preferred
- Candidate should possess excellent time management and organizational skills in order to effectively manage working a large volume of accounts/leads
- Candidate should possess an optimistic team-first attitude, as well as the competitive desire to be the best
- Candidate should possess exemplary personal and communication skills to conduct face-to-face sales presentations
- Candidate should possess the confidence, knowledge and experience to conduct meetings with high-level business executives as well as consumers
- Candidate must possess highly professional verbal and written communication skills
- Previous working experience with Microsoft Dynamics CRM/KORE and/or Ticketmaster Archtics is a plus

Candidate must have a strong work ethic, be self-motivated, and possess a desire to excel in a career within the professional sports industry.