



**CIRCUIT OF THE AMERICAS | ELEVATE SPORTS VENTURES
PREMIUM SALES ACCOUNT EXECUTIVE**

Status: Full-Time (Non-Exempt)

Compensation: Competitive Salary, Benefits, and Commission

Location: Austin, Texas

ACCOUNT EXECUTIVE – OVERVIEW

Elevate Sports Ventures and Circuit of The Americas seek an Account Executive to play a key role in selling suites, premium hospitality, reserved seating, and exclusive track memberships for the Formula One United States Grand Prix and other Circuit of The Americas events. The ideal candidate will be self-motivated and focused on delivering new business revenue while contributing to our inclusive team culture.

EMPLOYEE BENEFITS

Best-in-Class Perks

- Unlimited Paid Time Off (with manager approval)
- Option to work remotely one week per-quarter
- Monthly opportunity for direct networking opportunities with industry leaders
- Access to continuing sales training and career-coaching from industry experts
- Career advancement support within or outside of defined position after proven work record is established
- Frequent employee appreciation and recognition events
- On-site gym at Circuit of the Americas

Benefit Programs

- Medical, Dental, Vision, Life, AD&D, Supplementary Life, Supplementary AD&D, Flexible, Spending Account & Pre-Tax Commuter Benefits
- 401k eligibility after one year of employment with employer match

RESPONSIBILITIES

- Meet or exceed assigned sales goals for all premium products of multiple events including F1 U.S. Grand Prix, Moto GP, Germania Insurance Amphitheater concerts, and more
- Contribute to new trend-setting sales programs, including bespoke travel and entertainment packages, and exclusive track memberships for COTA
- Create and develop new business by regularly prospecting potential clients and pitching our product menu through virtual presentations, external appointments, phone prospecting, social selling and events
- Sell to C-Level executives and/or key decision makers of corporations and high net worth individuals via outbound sales calls, face-to-face appointments, and presentations.
- Effectively follow up with customers and prospective customers to build relationships to help drive business and to meet excellent customer service requirements
- Handle incoming sales calls from prospective clients for all premium products and consult on available offerings
- Contribute positively to a competitive sales team culture and participate in sales team meetings and training sessions
- Regularly produce accurate updates on prospecting activity, sales performance, outside appointment and event recaps
- Provide superior service for all premium and hospitality accounts
- Attend outside events with the purpose of selling, networking, gathering leads and prospects

QUALIFICATIONS

Education and/or Experience

- 1 or more years of experience in a sales environment
- Track record of achieving and surpassing sales goals
- History as a positive team player within an organization
- Proven intentionality of continued learning and openness to try new things
- Bachelor's degree, or equivalent experience required

Knowledge/Skills/Abilities

- Must have outstanding customer service and interpersonal communication skills;
- Must possess strong communication skills; must be comfortable with engaging in a variety of different communicative modes (verbal, non-verbal, and written) and being attuned to others through strong, active listening skills;
- Must have an interest and ability in serving others as one of the primary functions of their job;
- Must be a flexible & reliable team player, both within own department and within company as a whole;
- Must have a strong sense of self-awareness and emotional intelligence, strong interpersonal conflict resolution, and problem-solving skills;
- Must be self-directed and able to work independently;
- Must have good decision-making skills, solid judgment and interpersonal effectiveness;
- Must be able to identify problems, their sources, and their potential solutions while continuing to successfully conduct day-to-day operations without interruption;
- Must be commercially focused on achieving and surpassing revenue goals within a highly sales focused organization
- Must have the ability to maintain professional behavior and appearance;

Work Environment

- Employees primarily work in an office environment, however, is expected to attend all Events which include non-traditional hours and days

The qualifications listed above represent the credentials necessary to perform the essential functions of this position. To be successful in this position, an individual must be able to perform each essential duty satisfactorily or possess a strong ability to learn skills and abilities listed. Reasonable accommodation may be made to enable individuals with disabilities to perform the essential functions.

This position is open to all qualified candidates. If you need assistance or accommodation due to a disability in connection with the application process, you may contact us at HR@elevatesv.com.

We are proud to be an equal opportunity/veterans/disabled/LGBT employer. We celebrate diversity and are committed to creating an inclusive environment for all employees. All employment is decided on the basis of qualifications, merit and business need, without regard to race, color, religion, gender, sexual orientation, national origin, disability status, protected veteran status, genetic information, or any other characteristic protected by applicable law.

About Circuit of The Americas

Experience the unfiltered thrill of being alive at Circuit of The Americas, in Austin, TX. Feel the rush of the world's greatest drivers competing in motorsport's biggest events. Get lost in the music of the hottest musical acts as they perform live at Austin's largest outdoor music venue. Take charge of your own 602 horsepower race car as part of our exciting driving experiences. Experience the thrill of racing others at the COTA Karting track. Inspire your most valuable stakeholders in our expansive meeting and hospitality spaces designed for large groups and private or corporate events. At Circuit of The Americas, there is fun at every turn.

About Elevate Sports Ventures

Elevate Sports Ventures is a best-in-class sports and entertainment consulting firm, providing proven, innovative solutions to organizations across the international sports and entertainment landscape. With over 175 global clients, Elevate provides thoughtful insights that empower sports teams, leagues, brands, venues, events and properties with comprehensive, revenue-driving solutions. Elevate's unparalleled combination of agency and operating experience, along with proprietary products and solutions, maximizes efficiencies in Partnership Sales and Consulting; Hospitality Sales and Strategy; Brand Representation; Experiential Design; Feasibility and Revenue Consultation for New and Renovated Venues; Consumer Insights, Research, Strategy and Analytics; and more. For more information, go to ElevateSportsVentures.com and follow Elevate on Twitter (@ElevateSV) and LinkedIn.