

Account Executive, Season Ticket Sales – Cincinnati Bengals

The Cincinnati Bengals are seeking a driven and positive individual who is committed to becoming sports and entertainment sales leaders. This position will be responsible for selling new Season Ticket Memberships with a primary focus of Club and Club LUX Memberships. This position reports directly to the Associate Director, Season Ticket & Inside Sales. All relationships will be derived from making outbound calls, prospecting, attending networking events, and scheduling both virtual and face-to-face meetings.

Responsibilities:

- Generate revenue through the sale of new Full Season Ticket Memberships, Group Tickets, Packs and Single Game Tickets
- Primary responsible for the sale of New Season Ticket Memberships in the club level
- Set virtual meetings with the intent to close business
- Work games, nights, weekends and holidays as assigned (i.e. answer phones, work sales booths, visit clients)
- Represent the organization at in-house stadium events and off-site events promoting sales
- Prospect and qualify all potential sales opportunities in addition to the leads provided
- Maintain records of all Season Ticket Members and prospects with our CRM system
- Attend weekly meetings and actively participate in training sessions

Qualifications:

- Bachelor's degree in Business, Sports Management, Marketing or related field or equivalent and related work experience as a successful sales professional
- At least 1-2 years of related ticket sales experience with a professional sports team
- Experience in selling premium inventory preferred
- Ability to professionally present sales material to potential clients
- Strong organizational and communication skills
- Commitment to personal integrity
- Determined self-starter
- Ability to work as a team player
- Must be able to work a flexible schedule, which includes home games, nights, weekends and holidays as assigned