



## Position Overview

The Account Executive, Membership Sales position is responsible for generating new business revenue by prospecting new sales opportunities via phone, networking events and face-to-face presentations. As the Account Executive of Membership Sales you will sell season tickets, partial plans, group tickets and premium inventory.

## Essential Duties and Responsibilities

- You are expected to meet or exceed daily call and appointment expectations and yearly sales goals
- Handling all incoming sales calls
- Prospect and qualify all potential sales opportunities
- Effectively executing sales campaigns and training set forth
- Maintaining computerized records of all clients and prospects with our CRM system
- Providing excellent customer service
- Maintaining and growing industry standard sales skills
- Performing basic office functions as needed

## Required Skills, Experience, and Abilities

To perform the job successfully, you should demonstrate the following competencies:

- Bachelor's degree from an accredited college or university in Business, Sports Management, Marketing or related field
- Consistent track record of 2-4 years of high level sales success
- You will present sales material to large groups and clients
- Maintain the highest level of confidentiality
- Present yourself in a professional manner as you interact with all levels of the organization and outside contacts
- Interpersonal skills –listens to others, works well in a team environment
- Excellent communication skills including written and verbal; ability to present ideas clearly and concisely
- Planning and organizing, can prioritize work activities; uses time efficiently
- Flexibility – adapts to change in the work environment and manages competing demands
- Dependability – consistently at work on time and responds to manager's instructions
- Ability to work extended hours including nights, weekends, holidays and travel as needed
- Thrive in a dynamic, deadline driven environment

We are an equal opportunity employer and value diversity at our company. We do not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.