



**WELLS FARGO  
CENTER**



### **Job Summary:**

The Group Sales Account Executive will be responsible for generating revenue through the sale of Group, Membership, and Premium Seating packages to the Philadelphia Flyers, Philadelphia Wings, and Wells Fargo Center Events.

### **Qualifications:**

- Bachelor's Degree from accredited college/university in a related field required
- Minimum of 1 year sales experience, preferably in a sports/entertainment group sales focus, required
- Familiarity with Paciolan and Salesforce.com (CRM) preferred; proficiency in Microsoft Office applications such as Excel, Word and Outlook is required
- Excellent written and verbal communication skills in the English language required
- Demonstrated ability to manage numerous relationships in a professional manner
- Superior time management skills and presentation skills
- Must possess attention to detail, organization and ability to listen
- Must be professionally aggressive, competitive, and possess a dedicated attitude
- Must be highly motivated and positive with strong aspirations to be successful
- Ability to work nights, weekends and holidays as needed, in addition to traditional business hours

### **Essential Job Functions:**

- Responsible for maximizing revenue through the sale of Philadelphia Flyers and Philadelphia Wings ticket packages including group sales and season memberships
- Responsible for maximizing group revenue for Wells Fargo Center Events including but not limited to Villanova Basketball, Disney on Ice, Harlem Globetrotters, WWE, and other events as assigned.
- Establish professional relationships in order to get repeat group business and superior customer service
- Prospect and cultivate new business leads through creative lead generation methods, as well as follow up on leads provided by Director of Group Events
- Responsible for servicing, maintaining and up selling existing group ticket accounts
- Responsible for high sales activity and setting appointments to achieve overall sales goals and objectives

- Conduct inside & outside appointments to gain group business with new and existing customers
- Meet or exceed appointed sales goals for all group ticket packages
- Maintain complete and accurate records for customers
- Staff all Philadelphia Flyers and Philadelphia Wings home games along with other Wells Fargo Center events to assist with running of group assets, meet with current clients, and gain new group business

**Nonessential Job Functions:**

- Other duties and responsibilities as assigned  
**We are an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, national origin, sex, sexual orientation, age, disability, gender identity, marital or veteran status, or any other protected class.**