

## Account Executive, Ticket Sales – Las Vegas Aviators

### Job Description

The Howard Hughes name is synonymous with an unrelenting passion for excellence. While his achievements in aviation and the silver screen are legendary, it was his investments in real estate that form the foundation of our company. With passion, determination and limitless imagination, he built one of the great American empires of the 20th century. At Howard Hughes, we live by our purpose to help people discover new ways of experiencing life - because it's not just buildings and places that matter, it's what you do with them that can change the way people live. We aspire to be the most creatively driven real estate company in the world and we believe in fostering a culture that is built to last by cultivating curiosity and empowering every employee to find their story in this great organization.

### About the Position

The Account Executive, Ticket Sales will sell and service season tickets, club seats, suites and hospitality groups for all Las Vegas Aviators games and other events at Las Vegas Ballpark. In this role, you will generate revenue through cold calls, prospecting and developing relationships with business leaders in the community. This is an excellent opportunity to learn all facets of the ticket sales industry.

This is a full-time position and is located in Las Vegas, NV

Account Executive, Ticket Sales - Las Vegas Ballpark

### **ESSENTIAL JOB RESPONSIBILITIES:**

- Actively sell and service season tickets, club seats, suites and hospitality packages for all Aviators games and other events at Las Vegas Ballpark
- Prospect new leads and business owners in the Las Vegas area via networking, internet research, cold calling, and relationship building
- Achieve season and yearly sales goals including revenue objectives and other productivity metrics
- Provide the highest level of customer service to strengthen professional relationships and garner repeat business
- Works closely with all sales and marketing departments to develop compelling sales programs and components focused on long-term business sustainability
- Maintain complete and accurate customer records through Ticketmaster Archtics Ticketing system and Score CRM
- Represents the organization with the utmost professionalism in the community
- Perform other duties and responsibilities as assigned

### **KNOWLEDGE, EXPERIENCE AND SKILLS:**

- Bachelor's degree or equivalent work experience
- Minimum of two years in sales, preferably within sports and entertainment
- Excellent writing and verbal communication skills
- Outgoing and personable, energetic and customer-service minded attitude
- Ability to work in and contribute to a high-energy team environment and build positive working relationships with clients and peers

- High proficiency in Microsoft Office as well as the ability to learn new software programs including Ticketmaster Archtics, Score CRM and Salesforce
- Strong organizational and time management skills with ability to multi-task and meet strict deadlines
- Self-motivated with the ability to take initiative and project a leadership role during events
- Ability to work nights, weekends and holidays