



The **Allen Americans Professional Hockey Club** is in its 12th year of play for the 2020-21 season, and is the ECHL affiliate of the National Hockey League's Minnesota Wild and the American Hockey League's Iowa Wild. Championship Hockey is the backbone of the American's franchise since being founded in 2009, with the RED having captured four consecutive league championships from 2013 through 2016. Owned by nationally respected "Serial Entrepreneur" Jack D. Gulati, the Club plays its home games at the Allen Event Center, which is located in The Village at Allen.

The **Manager, New Business** is responsible for selling tickets for the Allen Americans with a heavy focus on group sales. All client relationships will be derived from making outbound cold-calls, emailing, prospecting, attending networking events, and scheduling both virtual and face-to-face meetings. This position reports directly to the Vice President of Ticketing and will receive top-notch sales training, career development, and mentorship.

Responsibilities:

- Generate revenue through the sale of group tickets, season tickets, and premium seating areas.
- Meet or exceed a minimum of 70 outgoing cold-calls per day.
- Set meetings (face to face or virtual) for the purpose of closing new business.
- Represent the organization at in-house and off-site events promoting sales (Season Ticket Member events, watch parties, postgame parties, etc.)
- Work games, nights, weekends, and holidays as assigned (running sales booths, visiting clients, operating promotions, etc.)
- Handle incoming calls from sales prospects, processing ticket orders in a timely and efficient manner.
- Provide first-class customer service to generate new clients and sales revenue, as well as repeat business and referrals.
- Ensure timely collection of payments, monitor ticket fulfillment, and keep detailed records on purchase history.
- Maintain and submit accurate daily, weekly, and monthly reports on sales activity.

Preferred Qualifications, Skills and Education Requirements:

- Bachelor's degree in Business, Sports Management, Marketing or related field.
- At least 1-2 years of ticket sales experience with a professional sports team is preferred, but not required.
- A passion for sales and a willingness to learn.
- Ability to professionally present sales material to potential clients.
- A team player with a collaborative mentality.
- Proficiency with CRM systems such as HubSpot, as well as the Google G-Suite family of office technology is a plus.
- Strong organizational and communication skills.
- Commitment to personal integrity.

- Must be able to work a flexible schedule, which includes home games, nights, weekends and holidays as assigned.