

TIXR

Sales Development Representative - Sports

Job Summary

Do you want to be successful in the world of live sports and entertainment? Then join our team and you'll get to showcase the most innovative experiential commerce product in the industry. This sports-focused sales development rep (SDR) will be responsible for researching, building, and developing relationships with decision-makers in the world of live sports. The right candidate will be entrepreneurial, think outside the box, easily initiate relaxed but informative two-way conversations with prospects, and is highly self-motivated. We want a collaborative and energetic individual that can contribute to the sales and marketing teams, work in a dynamic environment, deliver messaging and product feedback back into the marketing and product organization and work proactively to drive overall sales performance. Specific sports industry vertical targets will be developed in conjunction with the candidate based on the TIXR strategy and will ignite the candidates' personal interests and passions. The opportunity offers the flexibility to work from home and scheduled time in the company's very cool office space at the Santa Monica CA beach.

Reports to: VP, Sports

Primary Responsibilities

- Field and evaluate inbound leads through the Company's initial screening process
- Build and grow expanded client targets in multiple event sports verticals
- Quickly learn the Tixr product, effectively communicate the value proposition and be able to react to objections and competitive questions
- Engage with key personnel at target partners, present TIXR and schedule follow up demos/presentations
- Create an extensive and active sales pipeline of new business in Tixr CRM and ensure successful follow-through of sales cycle by maintaining accurate activity and lead qualification information
- Research your target companies and prepare executive summaries to prepare sales team in advance of qualified conversations
- Team up with Tixr director-sellers as it strategically benefits the deal closing process, and shadow Tixr director-sellers in meetings and other activities to help you acquire the skills you'll need for your next role on the Tixr sales team.
- Align with key industry organizations (North America), to help network, build, close

The Perks!

- Competitive base salary plus bonuses and sales commissions (after initial training period)
- Health benefits start at \$0 premium for you and your choice of dental and vision plans
- 401k
- Unlimited PTO, holidays, a paid day off on your birthday

- Fun and relaxed work environment
- Office in the heart of Santa Monica Promenade
- Access to awesome events and travel!

About Tixr:

Tixr is modernizing live and virtual events commerce providing end-to-end execution for events that serve over 50,000 fans daily across the world and make a material impact on our partners' revenue and operations. We're hyper-focused on large-scale, complex event organizations that require high-performance systems, agile development and white-glove service with rapid response times. The Tixr Platform provides event ticketing and entertainment commerce with merchandise, food & beverage, and Livestream and a full-scale system that supports registration, point-of-sale, and scanning software as well as a variety of additional services, inclusive of payment processing, security support, data insights, promotions strategy, fan support, on-premise support, and 3rd party integrations. Tixr is currently the exclusive ticketing platform for over 100 global and publicly listed organizations such as Wynn Resorts, CID Presents, Dreamhack/ESL, VidCon (VIACOM), LA Comic Con and Thirteenth Floor Entertainment.

Tixr is an equal opportunity employer. We are committed to a positive work environment for people of all backgrounds, and will not discriminate against an applicant or employee on the basis of age, sex, sexual orientation, race, color, creed, religion, ethnicity, national origin, alienage, or citizenship, disability, marital status, military status, pregnancy or any other legally-recognized protected basis under federal, state or local laws, regulations or ordinances.

We comply with the Americans with Disabilities Act and applicable state and local laws with regard to providing reasonable accommodation for qualified individuals with disabilities. Please inform our Human Resources Department if you need assistance completing any forms or otherwise participating in the application process.