



Account Executive, Premium Seating

We are an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status, or any other characteristic protected by law.

The Florida Panthers are searching for energetic and motivated Sales candidates to sell Premium Suites and Club Seating at BB&T Center for all Florida Panthers home games, Concerts and Events.

Responsibilities/Duties

- Responsible for selling Premium Suites and Club Seating through outside sales, cold calling and personal networking
- Set up face to face and in arena appointments to potential buyers and current customers
- Sell and negotiate long-term suite leases
- Attend networking and community events
- Provide superior and professional customer service to clients and prospects
- Perform game day responsibilities, including client and prospect visits and entertaining
- Meet and exceed short and long term sales goals

Qualifications

- Minimum of three years of successful sales experience.
- Proven track record of meeting and exceeding sales goals.
- Highly motivated with desire to be successful
- Detail-Oriented, organized and the ability to multi task
- Ability to make cold calls and self-generate leads
- Ability to speak and present products to potential buyers
- Ability to work all Florida Panthers Home Games and BB&T Center concerts and events
- Bachelor's Degree, Sports Management or Business required and preferred
- Ability to work flexible hours including nights, weekends and holidays