



Account Executive, Integrated Sales

Mission: We are Hartford Athletic. Our mission is to provide a world class professional soccer experience and make our community the best place to live, work, and play.

Overview: Hartford Athletic is seeking an Account Executive, Integrated Sales who is a self-motivated individual driven by the process of delivering a fan friendly buying and matchday experience. The position requires someone who enjoys the sales and service process with an ability to not only sell the full portfolio of ticket offerings, but also sell community platform initiatives and integrated programming such as youth clinics, non-soccer events, B2B offerings, and more.

Responsibilities:

- Actively sell Season Ticket Memberships, Flex Plans, Group Packages, VIP Suites and Business Alliance Memberships through cold calls, emails, social selling, and networking events.
- Develop and maintain an organized database of potential buyers through self prospecting, in-bound leads, and leads from the Marketing Department.
- Achieve and exceed sales and prospecting goals set by management.
- Represent Hartford Athletic at various networking and offsite community events promoting ticket sales and engagement with the Greater Hartford community.
- Support the community initiatives of the Green & Blue Foundation through engaging with partners to expand awareness and participation in activities and events
- Attend all scheduled Hartford Athletic matches and Trinity Health Stadium ticketed events, serving as a key member of the Front Office.
- Other responsibilities and duties as assigned.

The Ideal Candidate:

- Brings sales experience within professional or collegiate sports, but not a requirement to apply.
- Has knowledge and experience with CRM and ticket sales platforms, particularly HubSpot, Salesloft, and SeatGeek, but not a requirement to apply.
- Is a quick learner who can retain and apply detailed information.
- Has demonstrated the ability to initiate and build professional relationships with individuals.
- Exhibits patience and empathy in their interactions with customers and colleagues.
- Completes their work efficiently without sacrificing attention to detail.
- Is adaptable and able to effectively troubleshoot when new, unforeseen issues arise.

Requirements:

- Excellent verbal and written communication skills, and ability to interact with a wide range of people.
- Ability to work well under pressure and manage projects simultaneously.
- Good organizational and time management skills, including the ability to set and meet deadlines.
- Knowledge of Microsoft Office suite (Outlook, Word, Excel, and PowerPoint).
- Ability to work extended hours including weekends, nights, and holidays
- Conversational and written Spanish language proficiency preferred.

Hartford Athletic is 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.