

Position Overview

The Charlotte Hornets are seeking a passionate, committed, high-energy sales person to sell group tickets for our organization. As a Group Sales Account Executive you should be highly motivated and organized with an outgoing personality.

We are an equal opportunity employer and value diversity at our company. We do not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.

Essential Duties and Responsibilities

- Making cold calls from lists that you prospect to area companies and organizations to set up appointments to sell group tickets
- Actively meeting or exceeding weekly and monthly sales goals in the areas of group ticket sales
- Maintaining computerized records of all season, plan and group customers regarding the team's customer relations database
- Selling season tickets, partial season, luxury products and mini plans in addition to group tickets
- Building and cultivating beneficial relationships with existing and new accounts
- Managing all incoming sales calls from group sales prospects
- Developing professional relationships with current clients for group outing renewals and referral leads
- Meeting and exceeding weekly and monthly appointment goals
- Creating and activating new theme nights and group outings
- Selling and activating fan experiences on a game by game basis
- Attending events as necessary

Required Skills, Experience, and Abilities

To perform the job successfully, you should demonstrate the following competencies:

- You should be a self-starter with a positive attitude
- Committed to working as a meaningful member of the sales team
- Excellent written and verbal communication skills
- Be customer service and fan experience oriented
- Solid prioritization and organizational skills, being able to handle multiple projects at once
- Be creative and enthusiastic
- Have excellent interpersonal skills
- Bachelor's degree from an accredited college or university in Business, Sports Management, Marketing or related field
- The ability to thrive in a dynamic, deadline driven environment
- Ability to network throughout the business community and various organizations
- Ability to work a flexible schedule and attend all home games including evenings, weekends and possible holidays

- At least one-year of successful group sales experience