



The **Nashville Sounds Baseball Club** makes its home at First Horizon Park, a state-of-the-art downtown ballpark located on the original site of Sulpher Dell. The 2021 season is the 43rd in Nashville Sounds franchise history, reunited as the Triple-A affiliate of the Milwaukee Brewers after a 10 year partnership from 2005 – 2014 and sixth season at First Horizon Park.

Our Purpose:

The Nashville Sounds exist to foster a universal passion for the great game of baseball by partnering with the Milwaukee Brewers and the city of Nashville to host Triple-A baseball games at the safe and family-friendly state-of-the-art First Horizon Park in an effort to unite a community with fun and affordable sports entertainment.

Our Mission:

For us the mission is simple: constantly improve every aspect of the fan experience.
Period.

Title: Account Executive

Department: Ticket Sales & Service

Supervisor: Director of Sales

Classification: Full Time / Exempt**The Position:**

The Account Executive position will help the Nashville Sounds reach the revenue goals for season tickets, premium hospitality areas and group tickets. Reporting to the Director of Sales, the Account Executive position is responsible to prospect, network and develop new business while also providing service to clients (season ticket members & group leaders) to provide the best fan experience possible.

Responsibilities:

- Contribute to the team growth in season ticket, partial season ticket and group ticket revenue by cross-selling, full menu.
- Establish relationships by making outbound phone calls, setting face to face appointments, attend networking events and leverage social media connections
- Sell premium hospitality areas including but not limited to Suites
- Build positive relationships with Sounds fans to provide them with unsurpassed customer service
- Fulfill personal sales efforts gauged on weekly, monthly, and yearly terms

- Assist ticket operations with renewal efforts such as service phone calls, renewal invoicing, mailing & other communications as needed with season ticket members
- Maintain accurate notes through CRM software for leads and sales tracking (Dynamics 365)
- Assist ticket operations: payment reconciliation, reporting, database management & other communication as needed
- Participate in strategic planning for sales goals & objectives
- Meet or exceed all sales goals as assigned
- Contribute positively to the sales team atmosphere by developing mutually beneficial working relationships with all sales team members
- Work games, nights, weekends and holidays as assigned
- Other duties as assigned by Director of Sales and VP of Sales

Qualifications

- 2 to 3 years of sports industry sales experience preferred
- 4 year college degree or combination of equivalent education and experience
- Proficient in Microsoft Office (Word, Excel, etc)
- Strong written and oral communication, prioritization, and organizational skills
- Provide outstanding customer service while working in a fast-paced, unpredictable environment
- Capable of working under pressure to meet deadlines for various projects

- Ability to work flexible hours including evenings, weekends, and holidays

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.