



## Spurs Sports & Entertainment

**POSITION TITLE:** San Antonio FC Sales Representative

**PAY LEVEL:** Full Time

**DEPARTMENT:** SALES

**FLSA:** Exempt

**REPORTING RELATIONSHIP:**

REPORTS TO: SAFC Sales Manager

DIRECT REPORTS: No

**POSITION SUMMARY:**

This position is responsible for further developing, maintaining, and increasing Season Ticket Sales, Partial Season Ticket Sales and Group Ticket Sales for San Antonio FC, Spurs Sports & Entertainment's USL franchise, with a strong focus on relationship sales and customer retention. This person must generate new revenue through a process of prospecting and contacting a high volume of leads daily. This person must also provide extensive customer service and continual development of relationships with customers and co-workers.

**KEY AREAS OF RESPONSIBILITY, JOB METRICS AND COMPETENCIES:**

- Generate, develop, and maintain new and ongoing business and sales relationships.
- High focus on self-generating leads through prospecting and networking.
- Heavy focus on increasing team group sales.
- Implement and demonstrate outbound sales efforts by using sales and services best practices, prospecting, networking, lead generation, and data capture and personal data base management.
- Develop and attain personal strategies, procedures, and goals to increase sales for San Antonio FC.
- Greet, support, and serve current and potential clients daily and at games.
- Commit to on-going sales training and development of best sales practices.
- Participate in and attend Sales Department meetings with relevant data, research, and accurate information.

**MINIMUM QUALIFICATIONS AND ESSENTIAL FUNCTIONS:**

- Bachelor's degree from an accredited four year college or university or equivalent Job experience in the related field
- Experience in making outbound calls (in excess of 75 per day)
- Must be a self-starter and posses team building skills
- Knowledge of the USL and soccer preferred
- Bilingual strongly preferred
- Excellent verbal and written communication skills
- Strong customer service and organizational skills required
- Ability to work nights, holidays, & weekends
- Proficient in Microsoft Office, Excel, Word, Power Point and other computer skills required
- Proficient with Ticket Master Archtics Ticketing System preferred
- Strong teamwork aptitude required.
- Ability to lift/push/pull 50 lbs on a regular basis

***\*SS&E is an Equal Opportunity Employer\****

***Nothing contained in this job description is intended to be a contract of employment, nor does any information contained herein represent a guarantee of employment for a specific duration. Your employment with SS&E is "at will", which means that either you or SS&E may terminate the relationship at any time.***