



JOB DESCRIPTION

TITLE: Account Executive, Membership Development

DEPARTMENT: Ticket Sales & Service

REPORTS TO: Sr. Manager, Membership Sales

SUPERVISES: N/A

STATUS: Full-time, Non-Exempt

JOB SUMMARY:

The *Account Executive, Membership Development* is primarily responsible for selling Padres Memberships through cold calls and client visitations, in order to reach individual and department sales goals.

DUTIES & RESPONSIBILITIES:

- Sells Padres Memberships as well as suites, group tickets, and hospitality spaces to local businesses and consumers
- Coordinates and executes a minimum of 75 sales calls per day to potential customers through cold calling, prospecting and referrals
- Attains individual and department sales goals and completes the requisite amount of prospecting activity as set by the Manager, Membership Sales
- Conducts sales related activities in the field and the office as assigned
- Maintains personal database of sales contact and lead progression in CRM, including active management of pipeline
- Visits clients and proactively creates sales opportunities during games at Membership Lounge and Sales Tables as scheduled
- Attends networking events and represents the Padres in various promotional opportunities
- Any other duties as assigned

JOB REQUIREMENTS: Must meet the following minimum requirements:

- 4-year Bachelor's Degree preferably in Business, Sports Management or related field
- A minimum of two (2) years B2B sales or customer service experience
- Proven ability to meet deadlines and quotas
- Possess high degree of discretion, integrity, professionalism, and accountability
- Proficient computer skills including experience with MS Office products such as Word, Excel, Outlook, etc. and ability to learn and master new software programs
- Excellent written and verbal communication skills
- Proven ability to correctly use punctuation and grammar
- Must be able to work flexible hours including evenings, weekends, holidays and overtime as needed
- Consistent, punctual and regular attendance
- Professional image and demeanor
- Strong ability to work well with co-workers and supervisors in a team environment
- Minimum Physical Requirements: Able to travel around the ballpark visiting clients during home games and able to escort and show potential customers various seating options around the ballpark
- As a condition of employment, the job candidate(s) must successfully complete a post-offer, pre-employment background check and drug screening.

The San Diego Padres are an Equal Opportunity Employer.