



Position Ticket Sales Account Executive

Job Description

The Rays are seeking an individual to sell season memberships, group tickets, party areas, suites, and business packages. This position will be responsible for selling and servicing accounts, up-selling existing accounts, creating new ideas and theme nights to increase sales, and performing basic office functions.

QUALIFICATIONS:

- 4 year degree required
- Strong work ethic, organization, and desire to build a career in professional sports sales
- Minimum 1 year ticket sales experience preferred
- Strong cold calling experience

JOB FUNCTIONS:

- Solicit new and existing business for season memberships, group seating, party areas, suites, and business packages.
- Responsible for managing and maintaining all clients' tickets and information through department ticketing system and database (Pro Venue and Microsoft Dynamics knowledge a plus).
- Provide exceptional service to new season membership accounts, maintaining a great relationship with clients.
- Manage ticketing, including up-selling, and customer service of assigned clientele, while actively seeking new ideas and theme nights to generate revenue.
- Assist in promotion and sales strategies for business-to-business sales.
- Complete sales calls, identifying customer needs and interests.
- Work and perform assigned event day and event night responsibilities, which will include weekends, nights, and holidays.
- Demonstrated ability to effectively manage multiple initiatives simultaneously.
- Perform other duties and responsibilities as assigned. Compensation will be hourly plus additional wages and benefits.
- Represent the Ticket Sales department at various promotional events and in-game sales tables

All candidates must submit a Youtube video elevator pitch answering the following questions:

- Your Name
- Brief background
- Why you are passionate about sales

Job Questions

Please include your YouTube video elevator pitch link here: _____

All offers contingent on satisfactory background check.