



PREMIUM SALES ACCOUNT EXECUTIVE - VIRGINIA TECH TICKET SOLUTIONS

Blacksburg, VA

Learfield IMG College is the leading media and technology services company in intercollegiate athletics. The company unlocks the value of college sports for brands and fans through an omnichannel platform with innovative content and commerce solutions for fan engagement. The Learfield IMG College suite of services includes licensing and multimedia sponsorship management; publishing, audio, digital and social media; data analytics; ticketing, ticket sales and professional concessions expertise; branding; campus-wide business and sponsorship development; and venue technology systems.

Headquartered in Plano, Texas, the company has long had the privilege of being an advocate for intercollegiate athletics and the student-athlete experience. Since 2008, it has served as title sponsor for the acclaimed Learfield IMG College Directors' Cup, supporting athletic departments across all divisions.

Our people-friendly culture is a hallmark of our style and approach to business and is rooted in values demonstrating intentional and active care for other people. The company and its employees strive each day to live by the company's value statement: "build the team, grow the company, have fun, love and serve others."

Founded in 2011 on the people principles of Character, Capacity and Commitment, Learfield IMG College Ticket Solutions represents nearly 50 collegiate athletic departments, professional sports teams and related industry organizations nationwide, with more than 170 on-site sales personnel dedicated to serving these respective relationships. The company delivers a total revenue solution through staff development, high-value expertise, and engaged fan relationships. As the

sports industry and fan behavior continues to evolve, Ticket Solutions remains at the forefront of business intelligence through many of its national relationships, leading to increased revenues for teams across the country.

The ticket sales team is Learfield IMG College's local, dedicated entity representing the University. In complete collaboration with the University, this team is committed through first class professionalism to building top notch customer sales and service relationships extending the affinity of the University's brand to fans, donors, alumni, businesses and corporations of all sizes looking to align with the undeniably loyal and passionate collegiate sports fan base. As the exclusive outbound arm for the University, the ticket sales team manages many of the sales efforts for ticketed sports. As a member of the team, we provide fans, partners, businesses, and constituents of the University with the outreach and access to all ticket types, including season, partial, and group tickets, and ultimately providing experiences to grow involvement and revenue generation across the board while integrating fully within the department and the community.

Learfield IMG College is actively seeking a Premium Sales Account Executive to work from Blacksburg, VA for the Virginia Tech Athletics ticket sales team. Our highly valued Account Executives are a critical piece of our puzzle! Without their contributions, the property could not deliver on its commitments. We are looking for an experience and well-organized Premium Sales Account Executive to provide the necessary support to the ticket sales team. The goal is to facilitate the school's outreach and revenue generation to maximize and help the university grow in attendance and revenue. If you enjoy working in a fast-paced, dynamic team environment and have prior premium sales experience, we want to meet you!

Responsibilities:

- Sell Football season tickets, corporate, partial plans and group ticket plans in premium areas and other ticket packages
- Call current and past customers and cold-call new leads to generate sales and solicit premium ticket related donations
- Contact area businesses and individuals via phone, in-person appointments and networking events to sell premium season tickets, corporate, partial plans and group ticket plans
- Build relationships to provide repeat business and excellent customer service

- Achieve and exceed weekly, monthly and annual sales goals established by management
- Work all home games, performing various ticket sales and service duties throughout the game
- Act proactively to create opportunities for new business with existing customers

Qualifications:

- Bachelor's Degree in Sport Administration or business field
- Minimum of one (1) year of experience working in a sales related role, preferably in college athletics and/ or professional sports team
- Demonstrate a proven track record in sales and building quality relationships
- Strong desire to learn about our business and grow your professional career
- Have a friendly and professional telephone manner
- Effectively express ideas verbally and in writing
- Independently take action beyond what is called for
- Be able to generate original and imaginative solutions to business opportunities
- Demonstrate a positive attitude
- Maintain a flexible work schedule
- Provide superior customer service to clients throughout the season
- Miscellaneous duties as assigned by management

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, protected veteran status, or disability status.

Learfield IMG College is an Equal Opportunity Employer: Female / Minority / Disability / Protected Veteran / Sexual Orientation / Gender Identity

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