



## **BSE GLOBAL ROLE SPECIFICATION**

**Job Title:** Senior Account Executive, Group Sales  
**Department:** Group Sales  
**Reports To:** Manager, Group Sales  
**Effective Date:** September 2022

### **SUMMARY**

BSE Global (“BSE”), parent company of the Brooklyn Nets, is a multifaceted sports and entertainment business that brings people together to experience music, sports, and culture through our teams and venue. Through these experiences and in our workplace, we strive to elevate our business, grow our fan base, and cultivate a community anchored in belonging and inclusion in every aspect, on and off the court.

The Brooklyn Nets Group Sales team is comprised of goal-driven, high motor professionals focused on driving value through group events to companies, organizations, and individuals in the tristate area. This department plays a pivotal role in one of the company’s missions: We Create Memories. Be part of the fun and fast-paced team behind every single cheer!

The Senior Account Executive, Group Sales is responsible for the sale of all Brooklyn Nets ticket inventory with a focus on group tickets. This position will also sell Nets memberships and single game suite rentals, with a focus on both consumer and business communities, while following up on inbound leads and prospecting via cold calls. Additionally, all Group Sales team members will have the ability to cross-sell other BSE Global assets as assigned, including other Barclays Center events. Successful individuals within our organization have the potential to grow and expand their career within our broader Sales functions and beyond.

Brooklyn Nets, LLC is an **Equal Opportunity Employer (EOE)**.

### **JOB DESCRIPTION – WHAT YOU’LL DO:**

- Sell Brooklyn Nets and Barclays Center group tickets
- Contact, schedule, and conduct virtual, in-person and phone presentations with appropriate decision makers within targeted accounts
- Meet and exceed all weekly, monthly, and annual sales, phone, and appointment goals set by the Manager, Group Sales
- Regularly track and provide accurate reports for management detailing sales activities, pipeline status and pending deals by utilizing Salesforce
- Attend games to support game-night activities including visits to suites/seats, managing pregame/ingame events, entertaining prospects, and complaint resolution
- Attend special events such as Nets Hospitality Functions, Business Clubs, Chamber of Commerce meetings and other live lead generating opportunities
- Other duties as assigned

### **CANDIDATE PROFILE- WHO YOU ARE:**

- 2+ years of experience working in ticket sales, preferably in group sales for a professional sports franchise
- Demonstrated track record of successfully achieving revenue targets



- Outstanding customer service, excellent communication skills and a high level of energy
- Strong organization skills with an ability to manage one's own time and prioritize tasks when given clearly defined goals and objectives
- Ability to identify problem, their sources, and their potential solutions while continuing to successfully conduct day-to-day operations without interruption
- Experience delivering face-to-face presentations and selling events
- High level of emotional intelligence, solid judgment, and decision-making skills
- Excellent written and spoken communication and conflict resolution skills
- Flexible & reliable team player, both within own department and within company as a whole
- Previous Salesforce experience is a plus
- Bachelor's degree required

### **Work Environment**

The incumbent primarily works in an office environment, however, is expected to attend games and events which may take place on weekends and holidays.

*The above noted job description is not intended to describe, in detail, the multitude of tasks that may be assigned but rather to give the associate a general sense of the responsibilities and expectations of his/her position. As the nature of business demands change so, too, may the essential functions of this position.*