

Premium Sales Executive (On Site – St. Louis, MO)

Position Overview:

The St. Louis Blues are seeking a motivated and experienced top sales professional who is passionate about selling premium products to corporations and high-net-worth individuals.

This individual must possess a proven track record of success closing new business through prospecting, setting, and completing face to face meetings, and a strong sales process.

Tasks and Responsibilities:

- Generate new revenue by connecting with high-net-worth individuals and key decisionmakers at St. Louis area businesses via cold outreach, face to face meetings, networking, and referrals.
- Sell a full menu of St. Louis Blues ticket options including suite leases, partial season suite packages, single event suite rentals, season ticket memberships (premium and non-premium), and corporate group outings.
- Sell groups and suites, when applicable, to Enterprise Center non-Blues events.
- Contact prospects via multiple outreach channels (phone, email, text, social media, handwritten notes, etc.)
- Effectively create and manage a healthy sales pipeline while providing consistent updates and forecasts to St. Louis Blues leadership.
- Complete sales meetings with prospects at Enterprise Center, out of the office and through virtual meeting tools.
- Generate new business, service existing customer base and generate referrals at St. Louis Blues home games and non-Blues events at Enterprise Center.
- Meet or exceed all productivity and revenue targets.
- Attend networking events to increase awareness of St. Louis Blues products and expand your personal brand footprint in the greater St. Louis area.
- Utilize CRM system to manage accounts, your pipeline, and track the advancement of the sales process for each prospect.
- Service inbound sales line, as needed.

Qualifications/Requirements:

- Bachelor's degree from an accredited college or university, or equivalent experience
- Minimum three (3) years of ticket sales experience
- Proven track record of B2B revenue generation for a sports/entertainment organization
- Excellent communication (verbal and written) and presentation skills with the ability to engage and build relationships with SVP/VP level executives
- Experience selling suites and premium seats
- Experience tracking communications and correspondence with clients using a CRM system preferred
- Strong self-prospecting skills
- Ability to work well within a team environment, yet comfortable complete tasks independently
- Demonstrate flexible and efficient time management skills with the ability to prioritize your workload

- St. Louis market knowledge is a plus
- Ability to work non-traditional hours, weekends, holidays, St. Louis Blues games and non-Blues events
- Detail oriented and organized
- High energy and positive attitude
- Valid driver's license and reliable transportation with the ability to consistently travel to offsite client meetings
- Proficient in Archtics, a CRM system, Microsoft Word, Excel, PowerPoint, and Outlook