

Job Title: Corporate Hospitality Account Executive, Ticket Sales

Company: Anaheim Ducks Hockey Club, LLC

Department: Ticket Sales

Reports To: Senior Manager, Ticket Sales

Summary of Position

The starting salary for this position is \$67,000 per year.

We are looking for a Corporate Hospitality Executive to join our fast-paced Ticket Sales group with the Anaheim Ducks. We are looking for a driven, self-motivated, and team-oriented individual committed to growing a career in the corporate sales side of the sports industry. Positioned in Anaheim, this individual will play a key role in this new department that will focus on the vast Orange County corporate market.

The Corporate Hospitality Executive is a full-time, exempt position in Ticket Sales and Operations. This outside sales position is responsible for selling Season Tickets and Group Entertainment to our Orange County corporate base not currently doing business with the Ducks or Honda Center. The incumbent of this position must be self-motivated and able to meet and exceed stipulated sales goals. This position reports directly to the Senior Manager, Ticket Sales.

Responsibilities

- Prospect and sell season memberships and group entertainment to Orange County and greater Los Angeles area businesses
- Make daily sales calls as directed by the department manager to set face to face meetings, spending the majority of the workday building and leveraging new relationships with businesses and C-Level Executives

- Prospect and cultivate new sales leads through creative lead generation methods and follow up on leads provided by corporate contacts and referrals
- Primarily develop, maintain and build own prospect list in addition to any leads provided by the company
- Participate in various community events and social/civic activities, and network at various outside events
- Entertain and nurture relationships with clients and prospects through creative means, including but not limited to business after-hours, client entertainment, promotions, clinics, networking events, speaking engagements, one-on-one dinners/lunches, prospect sampling at games, seat visits at games, open houses, and outside meetings
- Build and leverage relationships with businesses and individuals to promote sales
- Conduct sales conversations via phone presentations, in-office meetings/sales center presentations, and sales meetings. Perform accurate and skilled deal closings
- Maintain computerized records of all clients and prospects with our CRM system
- Meet or exceed established yearly revenue and ticket goals set for new corporate business
- Work with other internal department heads to assist with game night activities, Food & Beverage requests, and any special events on an as-needed basis
- Other duties as assigned by the department manager

Skills

- Bachelor's Degree from an accredited four-year college or university or equivalent experience
- Minimum of 3-5 years prior sales experience, preferably in a corporate or professional sports environment
- Excellent communication skills, both written and verbal
- Demonstrated ability to meet and exceed stipulated sales goals
- Effective time management and organizational skills
- High energy and passion for sales and our products
- Strong computer skills, including knowledge of Microsoft Office (Word, Excel, and Outlook); experience in Archtics and CRM a plus
- Requires a flexible schedule with the ability to work nights, weekends, and some holidays as required
- Must be available to work Ducks home games and some away games

Knowledge, Skills and Experience

Education - Bachelor's Degree

Certifications Required – NA

Experience Required - 3-5 Year

Please note that this position is required to be fully vaccinated against COVID-19. “Fully vaccinated” means that the applicant can provide acceptable proof

that the applicant has received, at least fourteen (14) days prior to the applicant's start date, either the final dose of a two-dose COVID-19 vaccine, or a single dose of a one-dose COVID-19 vaccine. Vaccines must be authorized and/or approved by the FDA. Applicants needing an exemption to this requirement due to medical, disability-related, religious or other protected reasons may request an exemption. The Company will engage in an interactive process to determine if an exemption to this requirement as a reasonable accommodation is appropriate.

This position is on-site.

We are an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, national origin, sex, sexual orientation, age, disability, gender identity, marital or veteran status, or any other protected class.