



Milwaukee Bucks, LLC. Job Description

Job Title: Account Sales Executive
Class: Full Time
Reports to: Director of Ticket Sales and Career Advancement or Senior Director of Premium Sales

Position Description:

The Account Sales Executive will report to the Director of Ticket Sales and Career Advancement or Senior Director of Premium Sales and be responsible for maximizing revenue with a focused approach on selling various seating options and programs to businesses in the greater Milwaukee area. This role will be responsible for selling Bucks and Marquette products as well as premium offerings for special events and shows via phone calls, face to face appointments, in-arena meetings and special events. Key traits that are important for candidates to exhibit are the ability to prospect, build relationships and close business while maintaining an aggressive sales approach, all in coordination with the process and focus of the entire Bucks sales and service team.

Core Responsibilities:

- Maintain full menu working knowledge of season ticket plan, group and suite products for Bucks and Marquette as well as special events and shows to sell when applicable
- Focus approximately 70% of their time and effort on selling various products to the Milwaukee business community
- Sell Full Season Memberships, Partial Plans, Group Tickets and any other Ticket products available with a primary focus on using a consultative approach to meet the prospective business's needs
- Manage sales process from start to finish – assess and qualify potential clients, create proposals, present solutions, close sales and fulfill all terms of sale
- Achieve and exceed weekly, monthly and annual sales goals established by management
- Meet/discover new prospects by scheduling, coordinating and conducting client meetings via phone, in-person appointments and networking events
- Proactively create opportunities for new business with existing customers within your portfolio of business
- Work all home games and various events throughout the off-season
- Provide superior customer service to existing and prospective clients
- Demonstrate a commitment to achieving department and organizational goals along with a genuine desire to be a team player
- Work closely with all internal departments for cross-promotional initiatives
- Any other duties as assigned by management

Qualifications:

- High proficiency in both written and verbal communications (public speaking and presentation)
- Excellent relationship building and interpersonal skills
- Assertive, persistent and results-oriented approach

- Strong time-management organization and analytical skills
- Strong work ethic with high personal accountability, business ethics and morals
- Ability to independently take action beyond what is called for
- Ability to generate imaginative solutions to business opportunities
- Ability to be flexible, prioritize and manage multiple tasks/projects
- Able to work flexible hours based on changing priorities including evenings, weekends and holidays
- Ability to work well under pressure
- Ability to coordinate multiple events and exceed customers' expectations
- Proficient in Microsoft Office applications
- Knowledge of Archtics ticketing software and Microsoft-based CRM platforms preferred

Education and Experience:

- Bachelor's Degree required
- 1-3 years sales experience