



## **OKLAHOMA CITY THUNDER**

### *Job Posting*

### *Account Executive, Premium Sales*

Bring your world-class sales skills and desire to work in professional sports to our team! We strive to build and maintain meaningful relationships with our clients and work as a team to generate maximum ticket sales revenue and attendance for the Oklahoma City Thunder and Oklahoma City Blue. Our staff members are representatives of the organization who show a first-class, professional manner in both appearance and demeanor when working with prospects and clients. As an Account Executive, Premium Sales your focus will be the acquisition of new premium accounts, driving the sale of suite, terrace, courtside and club seat inventory.

#### **In this role you will:**

- Systemically work assigned leads and business categories as instructed
- Generate sales revenue through a variety of premium sales products
- Display a visible presence in and around our premium seating areas by attending games, networking with guests and hosting prospects to generate revenue
- Independently generate new client relationships as well as assist on premium sales projects to maximize ticket revenue
- Consistently meet or exceed weekly/monthly/annual sales performance and activity levels
- Maintain current, accurate, detailed records in CRM system to support prospecting and sales efforts as defined by the organization
- Participate in various networking, team and community events as assigned
- Develop and maintain a comprehensive business network in and around Oklahoma City
- Represent the organization in a first-class, professional manner in both appearance and demeanor
- Maintain good attendance and punctuality
- Other duties as assigned

#### **What you'll bring to the role:**

- Minimum of 4 years in successful sales with an emphasis on building client relationships
- Experience selling premium or high-end inventory preferred
- Ability to address inquiries and concerns in an efficient and courteous manner
- Phenomenal interpersonal skills with strong oral and written communication
- Strong time management and organization skills and ability to multi-task in a constantly evolving environment
- Desire to integrate into the local community, attending social and business events regularly
- Ability to quickly build and develop relationships with business executives
- Bi-lingual fluency in Spanish and English is beneficial

#### **Additional details:**

Work schedule will include office hours as well as evenings, weekends and holidays as required by game schedules. Physical requirements of the job may include working long shifts, traversing stairs and working in-arena during games which may include loud music, crowd noise and flashing or strobe lights. Reliable transportation is required along with a valid driver's license, insurance and clean driving record as some local travel will be required. This is a full-time, non-exempt position reporting to the Manager, Premium Sales.

We offer a positive office culture and a robust benefits package including excellent medical, dental and vision coverage, life and disability insurance, 401k with matching funds, paid downtown parking, tuition reimbursement, gym membership subsidy and much more!

**We invite you to apply online at: <http://www.okcthunder.com/employment/>**

The Professional Basketball Club, LLC is an Equal Opportunity Employer, considering applicants fairly on the basis of qualifications, experience and business needs. We value diversity and support an inclusive environment for all employees.