



Nashville Predators Job Description

Job Title: Senior Account Executive

Department: Ticket Sales

Job Reports To: Director, Ticket Sales

Major Responsibilities/Activities:

- Generate new season ticket sales revenue through the sale of full and partial season sales
- Generate revenue through Nashville Predators and Bridgestone Arena group, premium and other ticket product sales
- Responsible for servicing existing clients
- Required to make outbound sales outreach via calls, emails, texts, appointments etc.
- Initiate and attend appointments inside & outside of Bridgestone Arena with prospective clients
- Attend networking functions and work special events as set forth by managers of the department, with the goal of generating sales leads and closing deals
- Work Predators games and Bridgestone Arena concerts and other events
- Perform other duties as assigned

Minimum Requirements:

- Ability to work cohesively as a team player while also being a self-starter & the ability to work autonomously when needed
- Desire to excel in sales in the sports & entertainment industry
- Proven ability and previous experience making sales calls and meeting with decision makers in order to drive new business development
- Knowledge & proficiency in current software (Microsoft Dynamics & KORE)
- Knowledge of Ticketmaster Archtics preferred but not required
- Strong organizational & time management skills
- Strong verbal and written communication skills
- Ability to speak publicly and represent the Nashville Predators in a professional manner
- Nature of business requires individual to be able to work flexible hours, including nights, weekends and holidays
- A bachelor's degree or equivalent experience in a related field
- At least two (2) years previous sports sales experience
- Possess a valid driver's license, a suitable driving history, be insurable by Nashville Predators' insurance carrier and have reliable transportation
- As a condition of employment, qualified applicant will be subject to a background check, including criminal history check, driving history, verification of previous employment and character references

Essential Physical Functions:

- Must be able to access all seating areas to handle customer issues.
- Must be able to occasionally lift and/or move up to 25 lbs.
- Must have high finger dexterity.

- Ability to work under extreme deadlines under pressure.
- Excellent speaking and listening skills, requiring the perception of speech.
- Ability to wear face mask and/or Personal Protective Equipment (PPE) for long periods of time.

Equipment Used:

- General Office Equipment (i.e. PC, copier, facsimile machine, etc....)

We are an equal opportunity employer, and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status, or any other characteristic protected by law.

Approved by _____ Date _____

Note: Nothing in this job description restricts management's right to assign or reassign duties and responsibilities to this job at any time. Employee will be required to follow any other job-related instructions and to perform any other job-related duties requested by any person authorized to give instruction or assignments.