



Sales Associate, Flight Academy
Florham Park, NJ

Job Description:

The New York Jets are searching for enthusiastic, motivated sales candidates to join our annual Flight Academy program! This program is for anyone who wants to launch their career in sports and will help sell premium suites, season tickets and groups at MetLife Stadium for New York Jets home games. Come join a highly effective and energetic team and begin selling one of the most exciting properties in the sports and entertainment world.

Job Duties:

- Sell new Full Season Tickets, Suites and Groups by regularly calling new prospects.
- Develop prospects through outside sales, cold calling, social selling and your own network's lead sources.
- Learn how to conduct face to face meetings, sales presentations, and various tours of the stadium to potential buyers.
- Directly prospect B2B segment to solicit premium suite and premium club seat inventory.
- Be involved in all revenue generating activities, from lead generations through closing the sale.
- Work different New York Jets events and games as assigned to support premium sales efforts and promotional initiatives.

Experience and Requirements:

- Bachelor's Degree with a preferred focus in business administration, sales, marketing, sports management or similar concentration.
- Excellent relationship building and interpersonal skills, with the ability to interact comfortably and effectively with internal and external clients at all levels of an organization.
- Excellent communication and presentation skills, both written and oral.
- Extremely coachable and eager to learn every day.
- Highly motivated individuals with a strong desire to build a career in the sports business.
- Ability to work home games and other events as assigned.

