



<b>POSITION:</b>	<b>Group Sales Account Manager</b>
<b>DEPARTMENT:</b>	Ticketing
<b>CLASSIFICATION:</b>	Salary Exempt   Full-Time
<b>DATE:</b>	10-29-20

## **POSITION**

### **Group Sales Account Manager**

The primary responsibility is to sell Indianapolis Colts group ticket packages to businesses, groups, organizations and individuals by means of face-to-face presentations, emailing, cold-calling and networking. This position will be responsible for working sales and promotional events and all Indianapolis Colts home games.

## **HIRING MANAGER**

Director of Ticket Sales

## **DIRECT REPORTS**

N/A

## **RESPONSIBILITIES**

- Sell group ticket packages
- Develop creative strategies to help maximize group ticket sales
- Actively prospect for new group and season ticket sales opportunities meeting daily and weekly call, appointment and activities goals
- Meet or exceed ticket sales goals
- Maintain digital records of prospects and sales calls in Salesforce CRM
- Assist the organization in other various special events, promotions, and social/civic activities on an as needed basis
- Provide excellent customer service and be a positive representative of the Indianapolis Colts Organization
- Active role in the Colts game day experience at Lucas Oil Stadium for all home games
- Work closely with Ticket Operations, Sponsorship, Marketing, Digital Media and other departments to achieve sales goals
- Additional responsibilities as assigned by senior management personnel
- Organize and facilitate the logistics for Group Experiences (ie. corporations, youth opportunities, suite, club seat and season ticket member needs)
- Assist the box office with ticket needs/inquiries
- Prospect for new clients through in-stadium networking
- Meet with season ticket members and group leaders
- Perform other duties as assigned.

## **GAME DAY**

- Organize and facilitate the logistics for Group Experiences (ie. corporations, youth opportunities, suite, club seat and season ticket member needs)
- Assist the box office with ticket needs/inquiries
- Prospect for new clients through in-stadium networking
- Meet with season ticket members and group leaders



## QUALIFICATIONS

- Bachelor's Degree
- Minimum of two years of sales experience (preferably in professional or minor league sports) with a history of success in selling
- Excellent verbal and written communication skills
- Experience with cold-calling and outside sales preferred
- Proficiency in MS Office
- Knowledge of Ticketmaster's Archtics ticketing system is preferred
- Knowledge of Salesforce CRM is preferred
- Willingness to work extended hours and weekends when required
- Highly self-motivated and confident with the desire to be successful

Responsibilities and qualifications may change at any time with or without notice.

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.