

Account Manager, Ticket Sales

Stockton Kings

The Sacramento Kings organization is an engaging, fast-paced, and fun Sports and Entertainment Franchise. As a member of our team, you'll be given the opportunity to impact the Sacramento region both on and off the court. Combining a collaborative and innovative work environment with a talented and diverse staff, we've created a workforce in which every team member has the tools to reach their full potential.

Key Responsibilities:

- Successfully completing the Account Manager training program and attending on-going training
- Responsible for meeting or exceeding all individual performance and developmental goals within specified time frames
- Obtaining leads and answering questions
- Builds relationships with prospective customers via outbound telephone efforts and enhances those relationships through face to face appointments
- Candidates should proudly represent the Ticket Sales Alliance Team Values of Swagger, Transparency, Excitement, Innovation & Fulfillment
- Actively participates in Team Member sales skills training, developmental opportunities, and Team Member sales activities
- Works during all Stockton Kings home games (24 events) in a multitude of different capacities including, but not limited to: prospecting appointments, sales tables, off-site events and pregame and in-game events
- Update and maintain customer information and payments using Archtics and Salesforce

Preferred Qualifications:

- 4-year college degree in Business, Sports Management, or related field preferred
- Previous sports and/or telemarketing or outside sales experience is preferred
- Dependability is key: consistently punctual and prepared for a fast-paced environment, executes instructions, and embraces coaching
- High level of confidence, enthusiasm, and personal accountability
- Excellent writing, communication, interpersonal skills and the ability to present sales material to large groups and customers
- Presents themselves in a professional manner, able to interact with all levels of the organization
- Ability to multi-task and maintain strong prioritization and organizational skills
- Strong computer skills, including all Microsoft Office software programs
- Ability to work nights/weekends/flexible schedule required