

# Account Executive – Ohio State Ticket Solutions

**Location:** Columbus, OH 43215

**Department:** Sales/Business Development - Tickets and Seating

LEARFIELD is the leading media and technology services company in intercollegiate athletics. The company unlocks the value of college sports for brands and fans through an omnichannel platform with innovative content and commerce solutions for fan engagement. The LEARFIELD suite of services includes licensing and multimedia sponsorship management; publishing, audio, digital and social media; data analytics; ticketing, ticket sales and professional concessions expertise; branding; campus-wide business and sponsorship development; and venue technology systems. Headquartered in Plano, Texas, the company has long had the privilege of being an advocate for intercollegiate athletics and the student-athlete experience. Since 2008, it has served as title sponsor for the acclaimed LEARFIELD Directors' Cup, supporting athletic departments across all divisions.

Our people-friendly culture is a hallmark of our style and approach to business and is rooted in values demonstrating intentional and active care for other people. The company and its employees strive each day to live by the company's value statement: "build the team, grow the company, have fun, love and serve others."

Learfield IMG College is the leading media and technology services company in intercollegiate athletics. The company unlocks the value of college sports for brands and fans through an omnichannel platform with innovative content and commerce solutions for fan engagement. The Learfield IMG College suite of services includes licensing and multimedia sponsorship management; publishing, audio, digital and social media; data analytics; ticketing, ticket sales and professional concessions expertise; branding; campus-wide business and sponsorship development; and venue technology systems.

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Founded in 2011 on the people principles of Character, Capacity and Commitment, Learfield IMG College Ticket Solutions represents nearly 50 collegiate athletic departments, professional sports teams and related industry organizations nationwide, with more than 170 on-site sales personnel dedicated to serving these respective relationships. The company delivers a total revenue solution through staff development, high-value expertise, and engaged fan relationships. As the sports industry and fan behavior continues to evolve, Ticket Solutions remains at the forefront of business intelligence through many of its national relationships, leading to increased revenues for teams across the country.

The Ohio State Athletics ticket sales team is Learfield IMG College's local, dedicated entity representing Ohio State Athletics. In complete collaboration with Ohio State, this team is committed through first class professionalism to building top notch relationships extending the affinity of the brand to fans, donors, alumni, businesses and corporations of all sizes looking to align with the undeniably loyal and passionate collegiate sports fan base. As the exclusive outbound arm for Ohio State Athletics, the ticket sales team manages many of the sales efforts for ticketed sports. As a member of the team, we provide fans, partners, businesses, and constituents of Ohio State Athletics with the outreach and access to various ticket types, including season, partial, and group tickets, and ultimately providing experiences to grow involvement and revenue generation across the board while integrating fully within the department and the community.

Learfield IMG is actively seeking an Account Executive – OSU Ticket Sales to work from Columbus, OH for the Ohio State Athletics ticket sales team. Our highly valued Account Executives are a critical piece of our puzzle! Without their contributions, the property could not deliver on its commitments. We are looking for an experienced and well-organized Account Executive to provide the necessary support to the ticket sales team. The goal is to facilitate the school's outreach and revenue generation to maximize and help the university grow in attendance and revenue. If you enjoy working in a fast-paced, dynamic team environment and have prior ticket sales experience, we want to meet you!

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**Responsibilities:**

- Sell Season Tickets, Corporate Packages, Partial Plans, Group Tickets, and other ticket products for all ticketed sports
- Call current and past customers and cold-call new sales leads to generate sales
- Build relationships with area businesses and individuals via phone, in-person appointments and networking events
- Be present for home games, focusing on fan engagement, activation, and fan experiences
- Build relationships to ensure long-term engagement for all Ohio State stakeholders
- Achieve and exceed weekly, monthly and annual sales goals established by management

**Qualifications:**

- Bachelor's Degree or equivalent work experience
- Demonstrate a proven track record in sales and relationship building
- Strong desire to learn about our business and grow your professional career
- Effectively express ideas verbally and in writing
- Independently take action beyond what is called for
- Be able to generate original and imaginative solutions to business opportunities
- Demonstrate a positive attitude
- Maintain a flexible work schedule

- History of success in ticket sales preferably with a major Division 1 university or professional sports
- Minimum of 6 months of sales experience.
- Miscellaneous duties as assigned by General Manager

*All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, protected veteran status, or disability status.*

*Learfield IMG College is an Equal Opportunity Employer: Female / Minority / Disability / Protected Veteran / Sexual Orientation / Gender Identity  
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