JOB TITLE: Account Executive, Premier Sales
DEPARTMENT: Ticket Sales and Hospitality – Marquee 360
REPORTS TO: Assistant Director, Ticket Sales
FLSA STATUS: Exempt

ROLE

The Account Executive, Premier Sales is responsible for generating revenue through prospecting, cold-calling, and closing new Premier Sales at Wrigley Field. This includes responsibility for selling renovated full-season and half-season suite licensees along with club seating within Wrigley Field (see CubsPremier.com for more information). This position generates revenue through a consultative approach to selling in order to meet the needs of potential clients.

RESPONSIBILITIES

- Generate revenue through campaign execution, cold calling, networking, and securing referrals for new business opportunities
- Produce new sales of Premier Suites and Club Seats at Wrigley Field
- Create and nurture relationships with top business decision makers and executives
- Regularly conduct out of office meetings and presentations with prospects
- Meet or exceed all organizational revenue targets
- Collaborate with Premier Service Team to retain and upsell existing clients

REQUIRED QUALIFICATIONS

- Bachelor's degree from an accredited university
- At least 3 years of previous sales experience
- Experience selling suites, club seats and other premier products
- Demonstrated strong interpersonal skills, especially with business decision makers and senior executives
- Demonstrated ability to think outside the box when it comes to new revenue generation
- Ability to work independently with strong cold-call experience
- Demonstrated consultative approach to selling
- Ability to work non-standard hours including nights, weekends, and holidays
- Proficiency with Microsoft Office suite

DESIRED QUALIFICATIONS

- Well-developed network of business owners and executives
- Excellent history of revenue generation, implementation, and new business strategies
- Strong desire to be a sales industry leader and passion for sports sales
- Experience with salesforce.com or similar CRM tool