



Title: Account Manager, Premium Sales

Job Summary: The Premium Account Manager position is responsible for generating new business revenue through premium sales efforts. Position will also be responsible for new business developed through season tickets, partial plans, suites/loft/balcony box plans and nightly suite rentals via phone, networking events and face to face presentation. Responsibilities also include providing exceptional service to premium and luxury customers. Premium Account Managers will be included in a 2-week virtual training program to prepare them for both virtual and in-person selling environments.

Key Responsibility Areas (KRA's):

- Identify and sell available multi-year premium products, premium partial plans and nightly suite rentals.
- Assist in the growth and conversion of the paid premium wait list for all sold out premium products.
- Assist in multi-year premium product renewal initiatives alongside the premium service team.
- Meet all daily and weekly goals as it relates to activity levels (calls, appointments, prospecting, etc).
- Meet and exceed all weekly, monthly, and annual goals related to new business and retention.
- Generate qualified leads via outbound phone calls, face-to-face meetings, in-game entertainment and networking.
- Generate qualified leads via B2B self-prospecting.
- Assist with development of Premium sales plan.
- Develop and maintain updated, concise weekly sales reports for all Premium Products.
- Involvement in game day activities, promotions, and sales for all events.
- Facilitate special projects as assigned.
- Additional related duties as assigned.

Qualifications and Requirements:

- Bachelor's degree (B. A.) from a four-year college or university.
- A minimum of three years related experience in sales.
- Must be able to develop and maintain corporate relationships, with senior level managers/clients.
- Ability to effectively present information and respond to questions from groups of managers, clients, customers, and the general public.
- Must be highly organized with ability to multi-task.
- Must have strong interpersonal communication skills.
- Capable of working extended hours such as overtime, nights, weekends, and holidays as necessary.
- Minimum of (3) years sales experience in sports or entertainment industry preferred.
- Strong customer service and interpersonal skills.
- Must be proficient in Archtics, MS Word, Excel, PowerPoint and Outlook

Job Questions

- How did you hear about this job?
- What is the earliest date you are available to start?



- Why premium sales?
- What makes you the ideal candidate to fill this position?