



Account Executive – Ticket Sales

Essential Duties and Responsibilities:

- Prospect and sell new season ticket plan.
- Sell corporate packages, partial plans, group tickets, and other ticket products
- Call current and past customers and cold-call new sales leads to generate sales
- Contact area businesses and individuals via phone, in-person appointments and networking events to sell season tickets, corporate, partial plans and group ticket plans.
- Work all home games, performing various ticket sales and service duties throughout the game
- Build relationships to provide repeat business and excellent customer service
- Recognize future sales opportunities and assist with sales reporting where needed
- Act proactively to create opportunities for new business with existing customers
- Work select community events throughout the year to promote team and all ticket offerings
- Manage multiple relationships well
- Build rapport with customers and prospects
- Provide superior customer service to clients throughout the season Achieve and exceed weekly, monthly, and annual sales goals established by management
- Miscellaneous duties as assigned by Atlanta Vibe Executives and Management

Qualifications and Requirements:

- Bachelor Degree required
- Demonstrate a proven track record in sales and building quality relationships
- Have a friendly and professional telephone manner
- Display an outstanding ability to listen well
- Work well in a team environment
- 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

Compensation:

Competitive salary plus commission based on meeting sales goals.

This position reports to the Director of Ticket Sales and Service

Contact: All interested parties should send cover letter and resume to: info@atlantavibe.com

Deadline : 9/30//2023