



Group Sales Account Executive

Florham Park, NJ

Job Summary:

Our ideal candidate will be an enthusiastic self motivated individual with a strong work ethic. Individual should have a strong passion for sales and a desire to build a career in professional sports. This position generates revenue through strategic prospecting, cold-calling and relationship building.

Responsibilities:

- Meet or exceed all specified group sales goals
- Research, prospect and establish new leads via cold-calling, networking and participation in community events
- Establish and maintain relationships with group clients for referrals and renewals
- Develop new ideas, incentives, and promotions for department to help generate increased group revenue
- Provide superior customer service to clients and prospects
- Game day responsibilities include meeting with group leaders, assisting in all group sales initiatives and game day assets

Required Qualifications:

- Bachelor's degree
- Minimum of 1 year sports sales experience
- History of consistently achieving or sustaining sales goals
- Demonstrated ability to effectively manage multiple initiatives simultaneously
- Must possess problem solving and decision-making skills. Ability to prioritize workload in a fast-paced environment
- Must be able to work flexible hours including evenings, weekends & holidays

How to Apply:

Interested applicants should complete an application and submit a cover letter and resume at the link below.

Position: Group Sales Account Executive

Department: Consumer Sales & Service

[Fill out the application and upload your resume and cover letter here.](#)