



Account Executive, Group Sales

Job Locations US-TN-Memphis

ID

2024-1692

Category

Ticket Sales & Service

Type

Full-Time

The Opportunity

As a member of the Ticket Sales and Service Team, the Account Executive, Group Sales is responsible for generating revenue by identifying business opportunities and selling Grizzlies ticket products. These products include group tickets, group theme night events, single game suite rentals, suite packages, and season and partial plan tickets. The AE for Group Ticket Sales will also have responsibilities for FedExForum events as needed.

In This Role You Will

- Meet established sales objectives by executing effective corporate and non-corporate sales calls and presentations promoting the purchase of Grizzlies and FedExForum ticket products with an emphasis on group packages. This includes structured solicitation via cold calling over the phone and in-person as directed by the Sr. Manager, Group Sales
- Participate in a minimum of 5 outside/inside appointments per week plus make a minimum of 50 outbound sales calls each day with the goal of maximizing all ticket revenue, with a focus on group ticket sales
- Identify business opportunities by establishing professional and personal networks, proactively soliciting and following-up on any sales leads and representing the Grizzlies at assigned functions
- Continually grow revenue in assigned group category while meeting revenue goals in all sales categories
- Service and renew existing group sales accounts
- Assist Ticket Service Team with renewing/servicing full season ticket accounts and other customer service issues as required
- Coordinate with other departments to organize and implement group night events
- Work assigned sales, promotional and team events for the purpose of developing new prospects and referral opportunities during games and outside normal business hours

- Contribute to corporate business objectives by collecting and forwarding any sponsorship, advertising, team promotions and suite-leads to department management. Work with clients and recommend solutions to their needs
- Prepare reoccurring and accurate reports regarding group sales, appointments, and account maintenance

The Experience You Will Bring

- Bachelor's Degree in Sales, Marketing or similar major
- A minimum of two years direct sales and account management experience, accompanied by a strong commitment to proven sales results and customer service
- Excellent relationship-building and interpersonal skills, with the ability to interact comfortably and effectively with internal and external clients at all levels of an organization
- Sound communication and presentation skills, with the confidence and ability to deliver persuasive presentations
- Solid time management skills
- Assertive, confident, persistent, and results-oriented approach to selling
- A working knowledge of Microsoft Word and Excel
- Must be able to work normal business hours in addition to evenings, weekends and holidays, as necessary.

Nice to Have:

- Knowledge of Ticketmaster Archtics ticketing system and Microsoft Dynamics contact management system;
- A minimum of two years post-secondary education in a sales/marketing field;
- Knowledge of sports and entertainment, specifically NBA basketball.

What We Offer

At the Memphis Grizzlies, we strive to support our team members through all stages of life with robust and attractive benefits, financial and wellness options and great perks. In addition to offering a competitive salary, we have other great benefits and perks.

Keeping You Healthy

- Industry leading health coverage
- Short and Long-term disability
- Team Member and Dependent Life Insurance
- Group Voluntary Benefits
- Wellness programs through EAP and Headspace