



Spokane Shock Account Executive

Team Overview

The Spokane Shock are a new indoor football team playing in the Indoor Football League (IFL). This is a start-up minor league sports opportunity. We are seeking energetic, passionate and determined team members who want to join a customer-centric and collaborative sports team culture. Team members should be ready to roll up their sleeves and participate in many aspects of the business.

Position Summary

The Account Executive will be responsible for driving new ticket sales revenue via aggressive, targeted prospecting in the Spokane area. The position will be tasked with selling season tickets, mini plans, and group outings utilizing a consultative approach to meet the needs of potential customers. They will also be responsible for servicing and upselling customers throughout the season, with the intent to establish long-term relationships for the Shock. This is a full-time position.

Duties and Responsibilities

Primary duties to include, but not limited to the following:

- Meet or exceed weekly, monthly and annual ticket sales goals and activity metrics as established by the Director of Ticket Sales**
- Engage with prospects via phone, email, social media, networking and community events**
- In collaboration with Director of Ticket Sales, create group programs and theme nights for appropriate community and corporate groups**
- Attend regular Shock staff meetings prepared to provide updates on prospect pipeline, unique wins and new ideas to help grow business**
- Work at all Shock home games - duties include managing sales table, assisting group leaders, visiting season ticket holders and entertaining prospects**
- Complete all administrative responsibilities and reports accurately and on time**
- Take ownership of retention and revenue growth efforts during renewal campaigns**
- Serve as Shock ambassador at various community events**
- Other projects and duties as assigned**

Qualifications & Experience

- Bachelor's Degree with emphasis in business or communications preferred.**
- Minimum 1 year of successful track record in sports ticket sales, or similar industry**
- Experience working with a sports ticketing system or CRM system is preferred**
- Self-motivated with a proven ability to achieve aggressive sales goals**
- Ability to work non-traditional hours in order to serve customers and build new business**

Ability to multi-task and work under pressure; prioritize multiple projects, clients, schedules, and Shock team needs
Must be detail oriented and proficient in computer software
Display a genuine desire to help people and high ethical standards
Excellent written, verbal and presentation skills

Compensation

Competitive hourly wage plus commission. This is a full-time position that does not qualify for other benefits.

Application Process

The Spokane Shock is an Equal Opportunity employer. No employee of the company will discriminate against an applicant for employment or a fellow employee because of race, creed, color, religion, sex, national origin, ancestry, age, sexual orientation or any physical or mental disability. No employee of the company will discriminate against any applicant because of the person's veteran status.

Qualified candidates should submit their cover letter and resume to sam@spshock.com. Positions are open until filled.