

Florida State University & Seminole Boosters Inc.

Sales Account Executive, New Business

Description

Florida State University is an NCAA Division 1 institution and member of the Atlantic Coast Conference. It is located in Tallahassee, Florida. Seminole Boosters, Inc. is the fundraising arm of The Florida State University Athletics Department and helps fund a budget that supports 20 intercollegiate varsity sports.

Essential duties and responsibilities of this position include:

- Make daily outbound calls and touch points to prospect for full season, partial plans, and group tickets to FSU Athletic football, basketball, and baseball games as well as Seminole Booster memberships
- Prospect and sell premium seating inventory for our Dunlap Champions Club
- Work closely with Manager of Ticket Sales and Sr. Account Executive to train and create new revenue generating ideas
- Meet monthly sales goals by performing daily outbound calls and setting face-to-face meetings/tours
- Network to build relationships within the community and surrounding areas to identify prospects
- Work game days, sales tables, and other events which include; nights, weekends, and holidays
- Other duties as assigned by Manager of Ticket Sales

Characteristics of an ideal candidate:

- Must be a team player and work well in groups
- Must be able to handle rejection and understand the importance of persistence in sales
- Must have a passion to work in sports and be willing to put in the time needed to be successful
- Must be comfortable both on the phone and in face-to-face meetings
- Must be highly energetic and career driven
- Must be willing to attend networking functions, social events, luncheons, etc.
- Must be resourceful and able to work in high pressure situations
- Must exhibit the adaptability required in the sports sales industry

Additional Salary Information:

- Competitive base salary plus commission. Benefits package includes medical and dental insurance, HSA, and 401k. While working with Florida State University Athletics, this position is funded and employed by Seminole Boosters, Inc. and is not a Florida State University position.

Experience: - Prior experience in an inside sales and/or fundraising role, preferably with a Major Division 1 NCAA athletics program or in professional sports.

Job Questions

1. Do you have prior ticket sales experience?

2. Do you have at least 1 year of experience with a college or professional team in an outbound sales role?