



Premium Sales Executive – Miami Marlins

Essential Functions:

- Responsible for, but not limited to, the sales of full and partial season suite packages
- Execute effective corporate sales calls and presentations promoting the purchase of suite packages
- Meet or exceed annual sales goals
- 60-70 daily phone calls
- Set a minimum of eight face to face appointments per week
- Proactively solicit and follow-up on new leads through referrals, networking, and prospecting businesses
- Attend networking events in the community to generate new business prospects
- Work closely with Ticket Operations and Service departments
- Complete all ticketing agreements and collect all monies due
- Maintain accurate and detailed records of all current clients and prospects with our CRM system
- Work scheduled shifts during Marlins home games and other Marlins Park scheduled events



- Provide excellent customer service to prospects and current clients over the phone and at games
- Active involvement in at least one specified networking group, to assist in creating new sales opportunities

Qualifications & Requirements:

- A proven track record in relationship building and networking skills with ability to interact effectively and professionally
- Strong organizational, time-management, excellent oral and written communication, and problem solving skills
- Aggressive solicitor and highly self-motivated to excel in sales
- Individuals must be comfortable making face to face sales presentations
- Strong interpersonal skills required
- Ability to multi-task
- Individuals must be coachable and possess a positive attitude
- Proficient computer skills including Microsoft Office, experience with Tickets.com ProVenue a plus
- Must be comfortable making cold calls on the phone
- Ability to maintain a flexible work schedule (holidays, evenings)



- Deliver exemplary customer service
- Bilingual (English/Spanish) a plus

Suggested Education & Experience Guidelines:

- College Degree – Bachelor’s degree from an accredited college or university
- A minimum of two years sale experience in related field

Benefit Information:

Medical PPO/Dental PPO/Life/Disability Insurance

Vacation and personal paid time off

401K plan plus employer matching

We are an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status, or any other characteristic protected by law.