



Account Executive

For more than 30 years, the Dallas Sidekicks have been one of the Metroplex's most successful and most beloved professional sports organizations. Since their inaugural season in 1984, the four-time indoor soccer champion Sidekicks have cultivated a passionate fan base and a powerful presence in soccer-crazed North Texas.

The Sidekicks return after a one year hiatus bigger and better than ever; with dynamic new ownership, strong management, a booming North Dallas marketplace and a powerful vision for the future of the Dallas Sidekicks. The Sidekicks are built on the philosophy of "Good People, Good Plan, Good Execution" and we're looking for ambitious, talented executives to join our Front Office team to make the Dallas Sidekicks the top professional indoor soccer club in North America and a strong contributing member of the local community. The Ownership Group includes successful local business owners, sports entrepreneurs and business leaders.

The main responsibility of an Account Executive is selling a full menu of ticket products, including, but not limited to, season ticket packages, group tickets, nightly suite options and sponsorship opportunities. Account Executives are responsible for seeking new business through cold-calling, networking, and personal prospecting.

This is a full-time position that is salaried plus commission and benefits.

Essential Duties and Primary Responsibilities:

- Responsible for making sales calls, prospect, and qualify all potential sales opportunities in addition to leads provided.
- Proactively create opportunities for new business with existing customers and build relationships to provide repeat business.
- Provide superior and professional customer service to clients.
- Occasionally, represent the organization at off-site Dallas Sidekicks events promoting ticket sales.
- Actively participate in team member sales training and development opportunities.
- Meet or exceed weekly, monthly, and annual sales goals.
- Maintenance of computerized records of all touchpoints with clients and prospects with our CRM system. Proficiency in basic computer software programs, including Microsoft Outlook, Word, and Excel

- Additional responsibilities as assigned by management.

Competencies:

- Strong organizational, communication, and time-management skills.
- Excellent customer service skills.
- Commitment to personal integrity.
- The ability to function in a fast-paced environment, handle multiple projects, and adhere to deadlines is a necessity.
- Ability to work as a team player.
- Ability to present sales material to potential clients.
- The ability to learn and master new software programs including the CRM platform and ticketing system (Ticketmaster Archtics) is essential.
- Detail-oriented; ability to handle several projects at once.

Required Skills and Qualifications:

- Bachelor's degree from an accredited college or university in Sports Management, Business, Marketing or related field.
- 1-2+ years of outstanding performance in a commission-based sales position. Professional or collegiate sports team experience preferred.
- Desire to start and grow a career in the sports ticket sales industry
- Ability to work all home games and extended hours as assigned including evenings, weekends and holidays.

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.