

# Spurs Sports & Entertainment

## AT&T CENTER

**POSITION:** Group Sales Representative

**REPORTING RELATIONSHIP:**

REPORTS TO: Inside & Group Sales Manager

Direct Reports : None

**CAPSULE POSITION DESCRIPTION:**

Spurs Sports & Entertainment (SS&E) is looking for a positive and passionate individual that's committed to becoming a group sales leader in the sports and entertainment industry. Responsibilities will include generating new revenue and renewing current business through the selling of group tickets and groups sales programs for the San Antonio Spurs, Rampage, Silver Stars, and AT&T Center Family Shows and/or Events. Revenue will be generated via phone calls, prospecting new business and program ideas, referrals, cross-selling season and partial ticket plans, face-to-face presentations and in-arena appointments with a strong focus on relational selling and customer retention.

**The incumbent in this position is expected to model the following practices on a daily basis: 1) Demonstrated alignment with the company's mission and core business values; 2) Collaboration with key internal/external resources and 3) Ongoing self development.**

**KRA'S (Key Responsibility Areas):**

- Develop relationships, set face-to-face appointments (both externally and at the AT&T Center) and show seats to potential customers with the objective to close new and renewal group sales business.
- Continuously look for ways to develop and grow new and existing customer relationships through seat visits, prospecting, referrals and other ticket sales initiatives (sales booths, in-house events and off-site community events).
- Manage obstacles and overcome objections that are presented during the sales process.
- Meet and exceed established monthly and annual sales objectives.
- Meet the minimum requirements of pre-determined goals for outbound calls per day.
- Identify business opportunities by establishing professional and personal networks, proactively soliciting and following-up on any sales leads and representing SS&E at assigned functions.
- Demonstrate alignment with the company's mission and core business values.
- Commit to on-going sales training and development of best sales practices through weekly meetings and one-on-one sessions.
- Attend all other sales department meetings and customer service events as assigned.
- Work games, nights, weekends and holidays as assigned.

**SS&E CORE COMPETENCIES: [STANDARD FOR ALL EMPLOYEES OF SS&E] ..Not Posted**

All SS&E employees are expected to consistently develop and attain the following:

	COMPETENCY	ATTRIBUTES
<b>ORGANIZATION</b>	<b>Think Critically/Act Strategically</b>	<ul style="list-style-type: none"> <li>• Able to anticipate future consequences and trends accurately.</li> <li>• Takes the time to look at and question conventional wisdom; doesn't accept much as a given.</li> </ul>
	<b>Decision-Making Skills</b>	<ul style="list-style-type: none"> <li>• Makes good decisions based upon a mixture of analysis, wisdom, experience and judgment.</li> <li>• Sets objectives and goals.</li> <li>• Uses rigorous logic and methods to solve difficult problems with effective solutions.</li> </ul>
	<b>Ability to Think Creatively</b>	<ul style="list-style-type: none"> <li>• Can make connections among previously unrelated notions.</li> </ul>
	<b>Change Agility</b>	<ul style="list-style-type: none"> <li>• Can effectively cope with change, can comfortably shift gears, decide and act without the total picture and handle risk and uncertainty.</li> </ul>
<b>OTHERS</b>	<b>Communication Agility</b>	<ul style="list-style-type: none"> <li>• Considers the audience; is articulate, can make the complex understandable; uses appropriate language to sell a view; fairly presents the views of others.</li> <li>• Steps up to conflicts, seeing them as opportunities</li> <li>• Can quickly find common ground to solve problems for the good of all.</li> <li>• Can represent own interests and yet be fair to other groups.</li> <li>• Is sensitive to how people and organization functions.</li> </ul>
	<b>Acceptance of Other's Differences</b>	<ul style="list-style-type: none"> <li>• Tries to understand the people and the data before making judgments and acting</li> </ul>
	<b>Develop Individuals</b>	<ul style="list-style-type: none"> <li>• Provides the information people need to know to do their jobs and to feel good about being a member of the team, unit and/or the organization.</li> </ul>
	<b>Contributes to Team Performance</b>	<ul style="list-style-type: none"> <li>• Creates a climate in which people want to do their best</li> </ul>
<b>ONESELF</b>	<b>Self Awareness</b>	<ul style="list-style-type: none"> <li>• Knows personal strengths and weaknesses, opportunities and limits</li> <li>• Candid, knows what is good and lousy at, not afraid to admit it and compensate.</li> <li>• Comfortable with personal change, isn't paralyzed with mistakes, seeks feedback and moves on.</li> </ul>
	<b>Balancing Conflicting Demands</b>	<ul style="list-style-type: none"> <li>• Quickly zeros in on the critical few and puts the trivial many aside</li> </ul>
	<b>Learning Agility</b>	<ul style="list-style-type: none"> <li>• Picks up on the need to change personal, interpersonal and managerial behavior quickly</li> <li>• Is personally committed to and actively works to continuously improve</li> </ul>

**Qualifications/Requirements:**

- College degree or equivalent experience required - preferably in business, marketing or sports management
- Minimum of ONE year successful sales experience in sports, media, and/or direct sales is preferred
- Proficiency in Microsoft Office including Word, Outlook, and Excel
- Must possess excellent verbal and written communication skills
- Ability to work independently – self motivation is a must
- Bilingual (English/Spanish) preferred
- Passion for the sports industry
- Commitment to personal integrity and character

Note: When you apply online, you will be required to answer the following questions:

1. Yes/No: I have at least ONE year of successful ticket sales or direct sales experience
2. Yes/No: I am able to meet at the AT&T Center for a face-to-face interview

**How to Apply:**

Please apply, and submit a resume for this position through our jobsite at:

<http://nbateamjobs.teamworkonline.com/teamwork/jobs/jobskey.cfm?s=spurs>

*\*SS&E is an Equal Opportunity Employer*

***Nothing contained in this job description is intended to be a contract of employment, nor does any information contained herein represent a guarantee of employment for a specific duration. Your employment with SS&E is "at will", which means that either you or SS&E may terminate the relationship at any time.***

_____	_____
Employee Signature	Date
_____	_____
Supervisor's Name Printed	Supervisor Signature