



JOB TITLE: Sales Executive

COMPANY: Sports Shares Atlanta

Sports Shares is a pioneer in the sports hospitality & relationship marketing field. Through its proprietary fractional luxury suite club model, Sports Shares makes stadium and arena luxury suites available through memberships to businesses and individuals interested in premium access and services, but not interested in traditional luxury suite lease offerings. Sports Shares creates valuable partnerships with venues and teams by reaching a new audience of premium hospitality customers.

REPORTS TO: President

POSITION SUMMARY

We are looking for aggressive sales professionals that want to work in a fast paced, exciting atmosphere with tremendous growth potential. Experience is not as important as potential. If you are looking for an opportunity without a glass ceiling or are trying to break into Sports, this could be your big break.

- **Proven Sales Experience in a B to B Environment:** Professional sales experience with track record of interfacing with C-Level executives, and Marketing departments.
- **Business Development Skills:** Ability to generate and qualify membership leads. Consistently prospect for new business through cold calling, networking and referrals to maintain a pipeline of opportunities. Utilize questioning skills to uncover reasons for buying and to qualify prospects. Candidates trained in Sandler Sales System preferred.
- **Exhibit strong organizational skills and self motivation to achieve personal and company goals.**
- **Team Player:** Experience working in a fast growth, dynamic environment. Must be flexible to changing needs of the daily business, knowing sales results are the #1 priority.
- **Excellent Communication Skills:** Clearly articulate Sports Shares membership plans and value proposition. The ability to identify decision makers and build strong relationships to drive sales.. Utilize oral and written correspondence to build Sports Shares brand and offerings. Perform with sense of urgency and professionalism.
- **Entrepreneurial:** Self motivated, independent thinker that performs with a sense of urgency. Comfortable working independently as well as part of a team. Takes ownership and responsibility to achieve goals.

COMPENSATION

Uncapped commission and bonus structure to \$70k in first year at plan with residuals.