



Example of Premium Seat Sales Job Description

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Our growing company is searching for experienced candidates for the position of premium seat sales. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for premium seat sales

- Train Salesforce users and create instructional materials
- Assist with the processing of sales reports and updates in CRM System
- Digital marketing e-blasts to be sent to our thousands of subscribers
- Planning and execution of VIP programs throughout New York
- Brainstorming marketing ideas for our amphitheater programs in New York
- On-site events and new program additions at our New York venues
- Sales techniques from seasoned sales directors
- How to manage and grow the VIP Program's social media accounts (Instagram, Twitter)
- Techniques for prospecting new VIP clients
- Providing quality customer service to VIP clients

Qualifications for premium seat sales

- Minimum 3.0 GPA out of a 4.0 scale
- Must be at least 18 years of age with reliable transportation
- Assist and the Premium Seat Sales Department in multiple facets including but not limited to
- Minimum 1-2 years of sales, marketing coordinator / assistant experience (ideally with a professional sports team, entertainment company, venue, promotions, event marketing company)
- Must be eligible to receive academic credit from their college or university

