



## ACCOUNT EXECUTIVE

### Job Description

#### (Full-time, Non-Exempt)

It's an exciting time to be employed by four-year-old **Airstream Ventures**. With a focus on creating memorable moments, Airstream Ventures is a sports marketing and event company that delivers first-class, impactful events and opportunities that change communities and lives. By using an approach that features the intersections of sponsorship acquisition, event creation and recruitment, television programming and revenue generation, Airstream Ventures serves each partner in assisting them to realize their vision.

The business at **Airstream Ventures** is quickly growing and expansion is necessary. The company currently works on many sports and entertainment properties that are growing continuously. The culture at Airstream Ventures is one of family. We aren't one of those big corporations where your hard work goes unnoticed. If you want to contribute to an organization where you really can make a difference, then search no further. We are looking now to add creative, collaborative, and positive individuals who can add value and quality to our team.

The ideal candidate will possess strong sales, interpersonal and organizational skills. They should be comfortable with multitasking and be able to budget their resources in order to meet the assigned quotas for their role.

#### Responsibilities

- The Account Executive will be responsible for the development of sponsorship, partnership and sales to reach expected revenue levels while meeting market demands. Using creativity, business basics and customer knowledge, the AE will work with a team to develop customized solutions for new and existing clients.
- This position requires an innovative sales leader with a demonstrated ability to find creative solutions that meet the demands of clients and prospects. This role also requires the ability to define and build an organizational structure to support the defined sales and revenue objectives.
- Facilitate and build positive collaborative relationships between the corporate community and advertisers.
- As part of managing overall performance, this position will work with the sales team to develop motivational methods of achieving revenue goals. Responsible for providing weekly, monthly, quarterly, and annual financial reports, including revenue projections, end of month performance summary by category, sales executive and strategy.

#### Qualifications

- Bachelor's degree 1-3 years of business experience
- Strong written and verbal communication skills

- Strong organizational skills
- Proficiency in Microsoft Office and Google Docs
- Ability to harness financial data to inform decisions

### **Salary**

- Commensurate with experience
- Monthly draw plus commission

### **Physical Requirements**

While performing the duties of this job, the employee is required to sit for extended periods of time. Shall be able to apply 25 lbs. of force frequently to lift, carry, push, pull, or otherwise move objects.

### **Mental/Emotional Requirements**

Must be able to work in a fast paced and customer service-oriented environment; to perform duties under pressure and meet deadlines in a timely manner; to work as part of a team as well as to complete assignments independently; to take instructions from supervisors; to exercise problem-solving skills; and to interact with co-workers, supervisors, customers and the public in a professional and pleasant manner; to work various nights and weekends for events and light travel.

### **Additional Requirements:**

Employees must fulfill the performance standards of this position and comply with policies, rules and procedures of the organization, including those set out in the Employee Handbook or otherwise communicated (verbally or in writing) to employees.