



Job Title: Account Executive, Organizational Business Development – Cleveland Cavaliers

Position Overview:

You're ready to shoot for something BIG in your career, and we've got the playbook to get you there! We believe that our Cavaliers Sales team members are the best in the biz and are always looking for new, enthusiastic talent to join our team. The Cleveland Cavaliers seek teachable, dedicated individuals who possess superior listening and communication skills and are eager to learn the art of selling.

Under the guidance of our Managers of Organizational Business Development, our Organizational Business Development program will provide you with the foundation necessary to grow a long-lasting career in the sports industry and prepare you with the skills to take the next step into our senior level ticket sales, service and retention, and group sales positions.

In addition to working for a world-class organization, we offer a bi-weekly salary, generous commissions, free parking in Downtown Cleveland, health insurance, and a fun and professional work environment!

This position is a 12-month entry-level position. This position is also offered as an internship during the summer.

Responsibilities:

You will represent the entire Cleveland Cavaliers organization. Imagine walking the walk and talking the talk for Dan Gilbert's family of teams: the NBA Cleveland Cavaliers, AHL Cleveland Monsters, and the NBA G-League Canton Charge.

- Relationship based selling approach to generate season membership and group sales revenue for the Cleveland Cavaliers, Cleveland Monsters, and Canton Charge.
- Gameday responsibilities include generating revenue through prospect events and providing elite level of service to guests
- Generate new leads through ticket sales tables during outside functions such as luncheons, business shows, conventions, etc.

Other duties include:

- Cold calling
- Face to face appointments
- In-Arena Sales Tours
- Out of Office Meetings
- Business Prospecting
- Full Menu Selling Approach

Qualifications:

- College degree.
- A strong sense of professionalism.
- A burning desire to grow a career in the business of sports.
- A competitive spirit
- An openness to learn.
- A relentless work ethic.

If interested, please reach out to Mark Bloom and Grant Hesselbart at Mbloom@cavs.com and Ghesselbart@cavs.com