



## **Account Executive - Iowa Barnstormers (Des Moines, IA)**

### **Description**

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The Iowa Barnstormers Football Club, is a dynamic, locally owned, highly successful franchise that plays in the Indoor Football League. Based in Des Moines, IA, the team has established a strong, loyal fan base and is looking for an energetic, professional, and self-motivated person to continue to expand in the community.

### **Responsibilities**

- Under the guidance of the Sales Manager, Account Executives will focus on prospecting, cold calling, appointment setting, and developing new sales leads
- Participates in Ticket Package and Group Sales
- Establish new relationships with local businesses to develop account base
- Responsible for servicing and up-selling existing accounts
- Maintain a high level of customer service
- Account Executives will be accountable for levels of activity (calls and appointments) and reaching goals.
- Represent the Iowa Barnstormers at community events and functions
- Due to the nature of this position, Account Executives must be willing to work non-traditional hours, some weekends, holidays, and game days.
- Other duties assigned by Sales Manager

### **Requirements**

- 4-year college degree in sales or related field
- Must have a strong work ethic and competitive desire to be the best.
- Excellent interpersonal communication skills, both verbal and written.
- Ability to set appointments and make face-to-face presentations.
- Strong leadership, organizational and computer skills.
- 1-2 years sales experience preferred, but not necessary.

### **Compensation**

Salary/Hourly is based on experience, commission tied to direct sales efforts

Interested candidates should send a resume and cover letter to Juli Pettit at [julipettit@theiowabarnstormers.com](mailto:julipettit@theiowabarnstormers.com) or mail to:  
Iowa Barnstormers | 730 3<sup>rd</sup> Street | Des Moines, IA 50309

We thank all applicants, but only those selected for an interview will be contacted.