

## 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 base and is looking for an energetic, professional, and self-motivated person to continue to expand this fan base.

#### Responsibilities:

- Under the guidance of the Sales Manager, Account Executives will focus on prospecting, cold calling, appointment setting, and developing new sales leads
- Selling season and group packages
- Establishing new relationships with local businesses to develop account base
- Representing the Iowa Barnstormers at community events and functions
- Account Executives will be accountable for levels of activity (calls and appointments) and reaching goals.
- 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 OR currently working toward a 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 [info@theiowabarnstormers.com](mailto:info@theiowabarnstormers.com) or mail to:

Iowa Barnstormers  
730 3<sup>rd</sup> St.  
Des Moines, IA 50309

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