



FULL TIME JOB OPENING
Corporate Sales Account Executive – Middle Tennessee Market

Job Summary: Responsible for the sales and implementation of sales programs (corporate picnics/outings, group ticket purchases and online ticket programs) to groups of over 50 for the defined sales territory within Middle Tennessee. This position requires developing clients through cold calling and prospecting as well as developing a network of contacts in the assigned territory. Travel will be required throughout the assigned territory. Accountable for enforcing all park policies and procedures while maintaining guest satisfaction and profitability of the company.

Reports to: Group Sales Manager

Essential Duties and Responsibilities:

- Following territorial objectives and strategies, managing all account activity in the assigned geographic area.
- Spending 65% of sales time in personal "face to face" selling and servicing of accounts, as well as, prospecting for new business.
- Servicing of accounts includes coordinating the event at the park, both in planning and day of event.
- Meet or exceed personal sales /call quotas.
- Service existing sales accounts and increase revenue base.
- Execute sales and marketing programs within assigned territory.
- Develop partnerships within local chambers of commerce, civic organizations, businesses, associations, etc. to increase park visitation.
- Submit required sales and revenue reports to Group Sales Manager by defined deadlines.
- All other duties as assigned by Group Sales Manager
- Must be able to work weekends and outside of normal business hours

Skills and Qualifications:

- Experience in the amusement park/entertainment/hospitality industry preferred
- Two-four years of sales experience in outside sales and telemarketing
- Bachelor's degree preferred
- Excellent communications skills, both verbal and written
- Must be extremely organized and detail- oriented
- Must demonstrate outgoing personality and professional appearance
- Must be free to travel occasionally as needed
- Must be at least 21 years of age
- Strong working knowledge of Windows with main attention to Word, Excel and Power Point
- Working knowledge of ACT client management program preferred
- Driver's License and clean DMV record

Interested candidates should submit a resume to:

Nashville Shores
4001 Bell Road
Hermitage, TN 37076
Attn: Dana Guettner
e-mail: dguettner@nashvilleshores.com