

Qualifications

- * Results-driven sales executive with a proven ability to achieve and grow all business-development and revenue-generating opportunities in multi-property environments.
- * Aided and initiated numerous strategic sales events responsible for driving revenue growth for full season tickets, group tickets, and premium platforms
- * Extensive sales/management training from NBA representatives and sports sales experts
- * Recruited, trained, developed, and have promoted over 40 entry level sales consultants to full time senior level sales roles internally and externally in sports sales

Related Work and Volunteer Experience:

April 2017 – Present	Phoenix Suns/Mercury and Arizona Rattlers <i>Senior Manager, Premium Sales</i> *Oversee all strategy, training, and lead cultivation of Suns/concert suite rental campaign *Implement and develop creative B2B sales outreach campaigns for premium sales team *Developed and executed a B2B shock and awe campaign that is tracking towards 155% to goal *Create, build and run our Arizona Rattlers sales property, which includes all new sales efforts, and renewal efforts for the 2017 season	Phoenix, AZ
September 2016 – April 2017	Phoenix Suns/Mercury and Arizona Rattlers <i>Senior Manager, New Business Development</i> *Developed, trained, and motivated team of 19 members *Oversaw all in game sales elements in regards to sales tables, collateral, process, and technique - Year over year growth of 10% from 2015-2016 to 2016-2017 *Established all onboarding and development plans of New Business Team Members focused on full menu sales and B2B selling techniques * Implemented and developed B2B sales campaigns specific to premium opportunities	Phoenix, AZ
June 2014 –September 2016	Phoenix Suns/Mercury and Arizona Rattlers <i>Manager, New Business Development</i> * Developed, recruited, and trained a team of 19 members, focused on selling full menu for 3 properties - New Business Team has aided in sales of \$3.4 million dollars during this time * Grew team from 14 to 19 team members * Promoted 36 team members to senior level sales roles in sports ticket sales * Created and activated new hiring process, which has reduced turnover by 40% * Establish all onboarding and development plans of New Business Team Members focused on full menu sales and B2B selling techniques * Revamped our in game sales process, which grew sales to \$1.7 million dollars in 2015-2016 season * Oversaw all Arizona Rattlers campaign, sales, and renewal efforts for the 2016 season - Grew overall business by 12%, and hit a renewal percentage of 91%	Phoenix, AZ
November 2013 – June 2014	Phoenix Suns and Mercury <i>Team Lead, New Business Development</i> *Recruited, developed, and trained entry level sales team of 14, while actively selling *Generated over \$70,000 in revenue, while actively managing at same time *Aided in the promotion of 6 team members to senior level sales roles during this time	Phoenix, AZ
December 2012- October 2013	Phoenix Suns and Mercury <i>Account Executive, Season Sales</i> * Prospected, scheduled face-to-face appointments, and delivered presentations with top executives to close new business for most lucrative arena assets *#1 in sales for memberships for the 2013-2014 season in the organization *#1 in sales for overall revenue of Season Sales team for 2013-2014 season * Set record for an Account Executive by selling over 20 courtside seats in a single season * Closed over \$430,000 in new business during the 2 nd worst season, record wise, in Suns History * Focused on selling season memberships in premium seating locations	Phoenix, AZ
June 2012 – December 2012	Phoenix Suns and Mercury <i>Sales Consultant, New Business Development</i> * Generated over \$120K in revenue during the 2012-2013 season * Focused on full menu sales process via season tickets, group, and suite sales * Consistently #1 of 12 in call metrics for the New Business Team	Phoenix, AZ

Education

University of Arizona, Tucson, Arizona, May 2012
*Bachelor of Arts in Political Science
*Minor in Sports Management

Skills

*Proficient in Microsoft office, excel, and PowerPoint, Microsoft Dynamics CRM, Archtics and Paciolan ticketing systems