



Sales Associate

PGA Tour:

When most people think of the PGA TOUR, they envision famous golfers, exciting tournaments, and the TOUR's generous support of more than 3,000 charities. We are all of these things, but there's much more to the PGA TOUR than meets the eye.

Behind the TOUR's international reputation for sports excellence and philanthropic leadership is a dedicated team of business, sports management and entertainment professionals working together to support our players and advance our mission.

Headquartered in Ponte Vedra Beach, Fla., we're a dynamic group of individuals with diverse talents who share a deep respect for the sport of golf and the positive impact it has in communities across the United States and internationally.

If your goals include being part of an exciting team that emphasizes professional development and the personal satisfaction of contributing to important causes, we encourage you to explore the many advantages and benefits of a career with the TOUR.

The Best Players Need the Best People.

This position primarily focuses on generating revenue through hospitality packages for PGA TOUR sponsored events with potential to sell larger items (i.e., Pro-Am, Sponsorship etc.) and provides direct support for tournaments to help achieve departmental revenue goals.

Qualifications

- Undergraduate degree in Business, Sales, Marketing, Communications, or equivalent experience in related field
- 6 months – 2 years prior experience in sales, sports, or entertainment preferred but not required
- Excellent relationship building and interpersonal skills, with the ability to interact comfortably and effectively with executives at all levels of an organization
- Desire for a career in sales
- Excellent communication and presentation skills, both written and oral
- Advanced computer skills required, including proficiency in Microsoft Office
- Golf knowledge and interest preferred

Responsibilities/Duties

- Identify and sell available hospitality, sponsorship and pro-am inventory for select tournaments on the PGA TOUR

- Prospect and research businesses with the goal of setting appointments with decision makers
- Assist with sales and retention efforts including servicing and upselling existing and new clients
- Manage interactions with prospects through use of CRM system including accurately documenting client information and abiding by policies and procedures
- Professionally communicate to gather all relevant details; communicate with supervisor and provide timely follow up
- Communicate with marketing, tournament support, community management, product management and account management to promote new campaigns and offerings
- Accurately and promptly track and update customer service calls in CRM ensuring information is clear, thorough, and professional
- Assist tournament staff during tournament week with day to day customer service, operations, ticket fulfillment, and other miscellaneous duties. Travel may be required.
- Assist tournament sales staff with corporate hospitality service throughout tournament week, including but not limited to communicating with clients and/or prospects, providing excellent hospitality customer service, and communicating effectively and efficiently to tournament team
- Special projects and other duties as assigned

Our Benefits May Include

- Medical, Dental and Vision
- Life and Disability insurance
- Paid time off and paid holidays
- 401(k) plus employer match and contribution
- Health Savings Account/Medical and Dependent Care Flexible Spending Accounts
- Wellness Program
- Membership to TPC Sawgrass

COVID-19 Vaccination Protocol

- We require employees to either provide proof of full vaccination or to comply with mandatory safety protocols for unvaccinated employees.