



POSITION SUMMARY:

The NASCAR Sales Academy is seeking driven and passionate individuals to enter a highly competitive and selective sales training program that will shape the future of ticket sales across NASCAR properties. Trainees will be given best in industry sales training that will focus on building a strong sales foundation in which the trainees will use to build a lasting career in sports.

The NASCAR Sales Academy is a performance-based program which allows successful trainees the opportunity to interview for full time account executive positions across NASCAR properties:

- Auto Club Speedway® - California
- Chicagoland Speedway/Route 66® - Illinois
- Darlington Raceway® - South Carolina
- Daytona International Speedway® - Florida
- Homestead-Miami Speedway® - Florida
- Iowa Speedway® - Iowa
- Kansas Speedway® - Kansas
- Martinsville Speedway® - Virginia
- Michigan International Speedway® - Michigan
- Phoenix Raceway® - Arizona
- Richmond Raceway® - Virginia
- Talladega Superspeedway® - Alabama
- Watkins Glen International® - New York

ESSENTIAL DUTIES AND RESPONSIBILITIES:

- Generate ticket revenue through both new business campaigns as well as renewal cycles
- Make 80+ outbound sales calls on a daily basis
- Lead in creating an outbound sales culture that maximizes ticket sales and revenue generated through converted outbound calls
- Achieve weekly and monthly sales goals
- Build strong relationships with defined account base through proactive communication
- Additional duties as assigned

MINIMUM QUALIFICATIONS:

- Bachelor's degree in Business, Sport Management, Marketing or related field preferred
- Passion for sales and committed to being a leader in the sports industry
- Team player that strives to achieve goals
- Willingness to learn and be coach-able
- Distinguished verbal communicator with a strong phone presence
- Proficient in basic computer software programs
- Flexibility in working extended hours when needed

WORK ENVIRONMENT/PHYSICAL DEMANDS:

- Office setting with extended periods of sitting

NASCAR is an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status, or any other characteristic protected by law.