



Presented by  LRS

We presently have an opportunity for a **Sales Representative** for the Memorial Health Championship presented by LRS in Springfield, IL. The Memorial Health Championship is an official PGA TOUR event played on the Korn Ferry Tour and managed by Bruno Event Team. This position will report to the Tournament Director and will contribute to the sales efforts of the tournament by generating sales for pro-am, hospitality, and branding packages. The Sales Representative will be expected to generate new business and handle the fulfillment associated with these sales.

Qualified candidates will have the following:

- Minimum of two (2) years of sales experience required. Prior experience in sports or entertainment is a plus.
- Must be proficient with Microsoft Office software packages including Word, Excel, and PowerPoint; CRM experience is a plus.
- Thorough sales knowledge which includes prospecting, pre-qualifying, questioning, presentation, overcoming objections, conveying value proposition, listening, negotiating, and closing sales.

Responsibilities:

Responsibilities may include, but not be limited to the following:

- Grow and maintain a book of business through sales of pro-am, hospitality and sponsorship packages.
- Achieve or exceed annual sales goal through new business, as well as renewal and upsell of existing partners.
- Provide the highest level of service through constant communication and follow through with prospects and current clients.
- Build and establish relationships with local community organizations such as chambers of commerce and tourism boards, as well as with local community leaders and influencers.
- Attend various community functions as a representative of the Memorial Health Championship for lead generation.
- Circulate and manage administration of sales agreements.
- Enter all sales activity and agreements into the tournament CRM.
- Generate weekly sales report for internal BET Sales Team inclusive of weekly activity.
- Provide Tournament Director weekly/monthly evaluation of progress against set annual goals; reporting may include call report, prospect list and other sales related information.
- Work closely with PGA Tour HQ staff on overall sales strategy, best practices, and reporting.
- Support tournament team during tournament week by interacting with existing partners and hosting new business prospects.
- Special projects or other duties as assigned.

Benefits:

- Competitive compensation plan
- 401K Opportunity with employer match
- Health and Dental Insurance
- Vision Insurance
- Employer paid life and disability insurance
- Paid Vacation and Holidays

COVID-19 Precaution(s):

At Bruno Event Team, employee health and safety are our top priority. As such, we have implemented a COVID-19 vaccination policy to safeguard the health of our employees and their families; our clients and visitors; and the community at large from infectious diseases, such as COVID-19, that may be reduced by vaccinations. All offers of employment will be subject to candidate providing proof of vaccination (or acceptable plans for vaccination or exemption documentation, per Company policy).

Resume Submission:

Interested and qualified candidates should submit cover letter and resume to Kate Peters (kate@memorialhealthchampionship.com) and note "MHC – Sales Representative" in the subject line. Bruno Event Team thanks all applicants but will contact only those who will be invited for an interview.

See BrunoEventTeam.com for additional company information and MemorialHealthChampionship.com for additional event information.