



Chicagoland Speedway & Route 66 Raceway
Ticketing Department

Job Title: Group Sales Representative

Job Status: Seasonal

Reports To: Manager of Group Sales

Position Purpose

This position is responsible for soliciting new group outing and hospitality revenue

Corporation Conformance Statements

In the performance of their respective tasks and duties, all International Speedway Corporation (ISC) employees are expected to conform to the following:

- Perform quality work within deadlines with or without direct supervision
- Interact professionally with other employees, customers and vendors
- Work effectively as a team contributor on all assignments
- Work independently while understanding the necessity for communicating and coordinating work efforts with other employees and organizations

Job Responsibilities

- Display a passion for driving new group outing and hospitality revenue
- Aggressively prospect new clients
- Effectively follow-up with prospective clients
- Generate new group outing and hospitality revenue using various sales methods; including cold calling, face to face appointments and networking

Performance Measures

- Group outing and hospitality revenue generated
- Accuracy in work produced
- Ability to prioritize and manage numerous requests

- Timeliness of delivery of services

Qualifications

- Must possess excellent communication and time management skills
- Must be well-organized and pay attention to detail
- Must possess a positive attitude, self-confidence, professionalism, integrity, motivation, and a very strong work ethic
- Must be able to work long, irregular hours as dictated by scheduling
- Must be able to work in a team environment interacting with multiple departments
- Must be able to work in a fast-paced environment with demonstrated ability to work well with all levels of leadership and associates

Work Requirements

Usual office working conditions. Occasional evening and weekend hours are required. Some work required in outdoor conditions.

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential responsibilities, duties, and functions of the position.

Special Position Requirements

Background and credit checks are required.

Employee Acknowledgement: _____ Date: _____