



Currently seeking applicants for the following position:

**Account Executive**

**Reports to:** Group Sales Director

**Status:** Salary/Exempt

**Job Summary:** Full time position with benefits available in our Sales Department. The position is designed to focus on the on-going selling and servicing of corporate sales accounts to ensure maximum productivity and support of company, park and departmental goals and objectives.

**Key Duties and Responsibilities**

- Creation, development and timely execution of the department's Sales Plan within a defined geographical Sales territory
- Handle servicing and continued development of corporate accounts and organizations within designated sales territory via Catered Outing Program, Non-catered Outing Program, and Consignment Ticket Program
- Provide sales attendance and revenue forecasts, as well as analysis of all Group Sales department programs that are executed within the park's core corporate markets
- Manage the daily submission and execution of reports, paperwork, contracts, tickets, etc.
- Closely monitor the territory's core programs as well as the park competition within these markets to ensure proactive Group Sales Department strategies and tactics are executed
- Professionally represent the attraction in all sales transactions and at related industry functions
- Develop and maintain good working relationships with other park operating areas
- Work up to six days per week to service large group outings
- As needed, assist with collection of past due events and consignment accounts
- Handle special projects as assigned by management

**Skills and Qualifications**

- B.A. or B.S. degree preferred
- Must possess a minimum of two years experience in direct business to business sales, preferably in entertainment or theme park sales
- Must possess the ability to work independently
- Must possess excellent people skills and be able to communicate effectively with others in both verbal and written form
- Must be computer literate
- Must possess the mental and physical capacities necessary to perform the job duties
- Outgoing and aggressive personality, along with excellent interpersonal skills; professional appearance essential
- Willingness to work weekends and be available for evening meetings and overnight business travel as needed
- Must possess a valid driver's license and a clear driving record

**Application Deadline:** March 1, 2010

**Date Posted:** February 17, 2010

**How to Apply:** Qualified candidates should submit a resume to the Human Resources Office. Six Flags Discovery Kingdom offers an excellent salary and benefits package.

Six Flags Discovery Kingdom  
1001 Fairgrounds Drive  
Vallejo, CA 94589  
Attn: Sheri Price, Recruiter  
Fax: 707-556-5272  
Email: shprice@sftp.com

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