



Currently seeking applicants for the following position:

**Corporate Alliances  
Account Executive**

**Reports to:** Corporate Alliances Associate Director

**Status:** Salary/Exempt

**Job Summary:** Generate Corporate Alliance revenue through sponsorship sales at Six Flags Discovery Kingdom. Implement and champion the Corporate Alliances mission statement. Manage current clients, drive incremental revenue and work collaboratively with their Sponsorship Associate Director, Park President and Corporate Alliances team.

**Key Duties and Responsibilities**

- Responsible for selling corporate sponsorships
- Monthly sales prospecting, sales calls and sales production
- Identify prospects, present and close local deals for assigned sales products and packages for Six Flags Discovery Kingdom
- Collaborate on a daily basis with the Sponsorship Director and Corporate Alliances Team
- Review all contracts with the Sponsorship Director and create term sheets for each Partnership
- Implement contract deliverables / sponsorship activation at Discovery Kingdom
- Create and submit all required reports
- Will spend more than 50% of the time outside the office meeting w/ prospective clients

**Skills and Qualifications**

- B.A. or B.S. degree preferred
- Exceptional ability to communicate in both written and oral forums
- Proven ability to serve as a valuable team member
- A minimum of two years experience in direct business to business sales preferred
- Ability to successfully identify, develop and execute sales leads
- Strong work ethic, motivation and ability to succeed in a multi-dimensional role
- Must possess excellent people skills and be able to communicate effectively with others in both verbal and written form
- Ability to multi-task
- 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
- Must be able to work weekends and be available for evening meetings
- Must possess a valid driver's license and a clear driving record

**Application Deadline:** 03/14/10

**Date Posted:** 03/02/10

**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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