



**Notice of Available Full-Time Position  
Job Requirement Profile**

<b>Posting Date</b>	Friday, January 15, 2010
<b>Closing Date</b>	Open Until Filled
<b>Job Title</b>	<b>Regional Sales Representative – Hampton Roads/Petersburg</b>
<b>Division</b>	Marketing

**General Scope of Position** This position is responsible for soliciting and managing accounts within the assigned territory in order to achieve pre-established attendance and revenue goals. The person in this position is required to provide professional, timely customer service while promoting a variety of park entertainment opportunities.

**Job Responsibilities**

- Sells and services group accounts primarily in Hampton Roads and Petersburg, Virginia.
- Sells a variety of ticket programs to businesses, military installations, government agencies, schools and other organizations.
- Achieves attendance and revenue goals.
- Coordinates at-the-park client events with appropriate departments.
- Prospects for new business within the territory and initiates sales calls.
- Establishes and maintains rapport with all clients and potential clients.

**Minimum Requirements**

- Bachelor's degree supplemented by one to three years of experience in outside sales, or an equivalent combination of education, training and experience that provides the required knowledge, skills and abilities.
- Knowledge of the military community helpful.
- Prefer hospitality or service industry sales experience.
- Strong computer skills; prefer experience with Microsoft Office.
- Excellent verbal and written communication skills and an outgoing personality.
- Must be an organized self-starter with a desire to succeed.
- Must have a valid driver's license.
- Available to work weekends, evenings and holidays.
- Applicant should live within sales territory.

Interested applicants should email resume along with salary history to [jobs@kingsdominion.com](mailto:jobs@kingsdominion.com) or fax to 804-876-5579. Resumes may also be mailed to the Kings Dominion Human Resources Office, PO Box 2000, Doswell, VA 23047.

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