

Stuart Sokoloff

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PROFESSIONAL EXPERIENCE

ATHLETES UNLIMITED

Senior Manager, Group & Season Ticket Sales

Remote

January 2025 – Present

Manager, Group & Season Ticket Sales

February 2023 – January 2025

- Led department in revenue and ticket sales in 2024, surpassing annual goal by over 150%
- Develop and execute comprehensive ticket sales and renewal strategies, including creating email templates, confirmation and thank you emails, trackers, and spreadsheets.
- Grew 2023 lacrosse season attendance 41% year-over-year and softball by 10% year-over-year by cold call outreach

THE ASPIRE GROUP

Senior Sales and Service Consultant – San Francisco Giants

Remote

March – October 2022

- Eclipsed 300% of goal, generating over \$1.3MM in total revenue. Accounted for roughly 25% of the total department revenue
- Led the entire company in total revenue and number of tickets sold in April 2022
- Serviced and maintained 450+ accounts

MEDIDATA SOLUTIONS

Project Manager

Remote

November 2021 – January 2022

- Oversaw project delivery to ensure that all deliverables were tracked and documentation was current
- Handled project scope, timelines, budget, and milestones
- Assured compliance with Medidata's standard project management methodologies and quality management system

ALMA LASERS

Territory Manager

Phoenix, Arizona

November 2020 – October 2021

- Generated \$1.35MM+ in 2021 new business during my inaugural year in a new industry
- Surpassed 250% of the overall goal
- Maximized a four-state territory to drive revenue by selling eight core technologies, including two device launches

PHOENIX SUNS

Account Executive, Business Development

Phoenix, Arizona

August – October 2020

- Facilitated introduction of a corporate partner that led to a \$200,000+ sponsorship deal, still active today
- Built and maintained relationships while showcasing new business processes and arena transformation
- Managed the adoption of new business practices in direct relationship with COVID pandemic

Account Executive, Group Service

September 2019 – August 2020

- President's Club (Achieved over 130% of overall sales goal, including 593% to plan goal and 206% to suite goal)
- Led department with over \$325,000 in new business for the 2019-20 season
- Accepted to Playmakers Leadership Program learning leadership and managerial skills; one of thirty-five selected

Account Executive, Group Sales

April 2018 – September 2019

- Led department for the 2019 Phoenix Mercury season with 322.56% to goal
- Generated over \$181,000 in new corporate group sales during the 2018-19 season
- Cultivated relationships with local businesses, performance groups, non-profits, schools, churches, and youth sport teams

Sales Consultant, New Business Team

June 2017 – April 2018

- Surpassed 2018 Early Bird sales goal, achieving over 100% of target ahead of schedule
- Consistently led the weekly sales hustle board
- Focused on multi-level opportunities via group, plan, and suite sales

EDUCATION

SPRINGFIELD COLLEGE

Bachelor of Science in Sport Management

Springfield, Massachusetts

SKILLS & INTERESTS

Skills: Coaching, Cold Calling, Needs Analysis, Networking, Public Speaking, Relationship Management, and Successful Prospecting

Technical: Archtics, CRM (Hubspot, KORE, Microsoft Dynamics, and Salesforce), Jira, Microsoft Office, Paciolan, Pro Venue, SquadUP, Tableau, TM1, Tixr, Zendesk, and ZoomInfo

Interests: Avid traveler, Cooking, Genealogy, Photography, Skiing, Ultimate Frisbee, Volunteering, and Working Out