



Inside Sales Department – Ticket Sales

OVERVIEW

The team seeks an individual who will be primarily responsible for selling season, partial and group tickets via telemarketing, electronic mail, fax and other communication means. He/She will also service accounts, work all regular season games performing various duties ranging from fan services, operations to marketing activation. You will be expected to positively contribute to our overall fan base development objectives. The ideal candidate should be aggressive, competitive, professional, mature, self-starting and committed to the sports industry. He/She must demonstrate previous involvement in a wide range of activities or clubs. Prior telemarketing and/or sales experience is preferred but not essential. Any experience working for a team, athletic department, or event is beneficial. Strong communication skills are a necessity.

Enrollment in Inside Sales may last up to three (3) months, after which time successful candidates may be offered full-time sales positions or have their program extended. Inside Sales Reps will learn all aspects of the team's services and programs, and will gain valuable sales experience.

JOB DESCRIPTION

- 90% of time spent on inside phone work (75-100 calls/day) – 10% on outside events
- Emails and direct mail follow-up with information on programs
- Follow-up phone calls that may include special offers
- Follow-up calls to walk-up buyers, TicketMaster lists, data capture lists, etc
- Assisting with gameday activities, including on-field events and Fan Services Table
- Any other special games or projects in need of support

COMPENSATION

Candidates will be paid \$1,500 per month plus 5% commission on all sales.

EVALUATION CRITERIA

A number of factors will be considered when evaluating a candidate at the end of the Inside Sales program, including but not limited to sales performance/production.

The minimum sales production for each Inside Sales candidate is \$8,000 in ticket revenue per month, and may be broken down to include game-by-game ticket goals as well.

There is no guarantee of full-time employment upon your accepting a position in the Inside Sales program, or after the successful completion of this program.