

The Standard

At Comcast Spectacor, we strive to win championships, deliver the best fan experience in sports and entertainment, and serve as a unifying force for the community. It matters how we get there. There is a standard.

***Dedicated** - We work hard and get things done.

***Collaborative** - We are great teammates. We put each other and the organization first.

***Innovative**- We challenge the status quo. If there is a better way, we find it.

***Informed**- We make decisions based on data and analysis. We know our stuff.

***Responsible**- We are ethical stewards of the platforms, resources and access granted to us.

***Intentional** - We are purposeful and consistent in building a culture that welcomes and respects everyone. We provide equal opportunities and treatment.

We hold ourselves accountable to the Standard.

The Philadelphia Flyers and the Wells Fargo Center are seeking Inside Sales Representatives who are highly motivated, coachable, and passionate about breaking into the revenue generating side of the sports business. This position will focus on selling season ticket packages, group tickets, and premium seating through outbound sales efforts and touchpoint campaigns. Our Inside Sales Program puts an emphasis

on consistent training, as well as growth and development of our representatives in order to set them up for success in sales and future senior level job opportunities. Ideal candidates possess an outgoing personality, a passion to build a career in the sports industry, and strong sales and customer service skills.

This position can be used to fulfill a full-time college internship and is classified as "non-exempt," meaning that you will earn overtime compensation for hours worked over 40 in a given work week.

Responsibilities:

- Generate ticket revenue through full and half season packages, 11-game plans, group sales, and premium seating via outbound sales campaigns for the Philadelphia Flyers, Philadelphia Wings and Wells Fargo Center.
- Call past customers and new customers to generate ticket revenue.
- Handle incoming sales calls from prospective clients for all ticket packages.
- Meet or exceed sales goals on a consistent basis.
- Make a required minimum of 85 outbound sales calls and/or 2 hours of customer talk time each day to meet established sales objectives.

- Utilize sales engagement platforms to run sales cadences & send email communication to clients.
- Document all customer interaction via Salesforce, Salesloft and Paciolan.
- Be available to assist at games and other special events with the intent of cultivating new sales and group prospects.

Qualifications:

- If currently enrolled, this position can be used to fulfill a full-time college internship. If not enrolled in school, Bachelor's degree required.
- Sales and/or service experience in a sports or hospitality industry a plus, but not required.
- Great attitude and highly coachable individual with passion for learning skills to be a revenue generator in sports.
- Focused on obtaining a career in the professional sports industry.
- Proficient computer skills and experience with MS Office.
- Must be able to work flexible hours, including evenings, weekends, and holidays.

- Possess a strong work ethic and excellent written and verbal communication skills.
- Must be highly motivated and positive with strong aspirations to be successful in a sales career.
- Must be able to provide own transportation to/from work as well as events outside of normal business hours.

Limited work from home opportunities

This information has been designed to indicate the general nature and level of work performed by employees in this role. It is not designed to contain or be interpreted as a comprehensive inventory of all duties, responsibilities and qualifications

We are an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, national origin, sex, sexual orientation, age, disability, gender identity, marital or veteran status, or any other protected class.

When you apply for a position with Comcast Spectacor, LLC, we collect, use, and share your personal information as described in our [Applicant Privacy Notice](#).

We use a third party, TeamWork Online, LLC (“Teamwork”), to process the applications for us. When you click “Apply Now” and complete your application on TeamWork’s website, the processing of the information in your application will also be subject to their [Privacy Policy](#). In addition, Teamwork collects from you, your internet and other electronic network activity information (IP address, usage, and device information) automatically via cookies. For more information and to opt-out of these cookies, please see TeamWork’s [Privacy Policy](#).