

### LOOKING FOR THE RIGHT PATH?

The Philadelphia Union are looking for you to be part of our Path to the Pro's. Yes, that's right, our Path to the Pro's is not only setup for our emerging academy prospects on the field, but also for rising professionals like yourself, off the field. At the Union, we pride ourselves on developing future sales executives and leaders inside our organization. Specifically, we're looking for our next home-grown budding superstars, similar to the likes of Brendan Aaronson, Anthony Fontana, and Mark McKenzie. At the Union we look to invest in your future both personally and professionally.

### PROGRESS TO THE FIRST TEAM

Whether you are the first name on the team sheet or just on the practice squad, the Union believe in development. We believe in training, training and more training! Our leadership team will be guiding you every step of the way, to help you achieve the caliber of MLS Best XI. You'll be mentored by a leadership team that has a combined 40+ years of sports sales and management experience. They will be conducting your training and teaching you everything you need to know.

### TRAIN WITH THE STARTING XI

This is a great launching point to begin your career in sports ticket sales. You'll be making phone calls, sending emails, scheduling meetings, and attending events with qualified Union ticket prospects to sell them ticket packages. You'll develop and manage relationships while providing exemplary customer service. The majority of your time will be spent in the office, but you may work various community and in-stadium events along with all of our 18+ home games. We don't expect you to already understand how to sell tickets. We'll provide you with first class training and support to help you be successful.

### MAIN DUTIES

1. Make 100+ phone calls/ emails per day to qualified prospects with a focus of generating full season and partial season ticket sales
2. Manage relationships of both ticket package accounts you sell as well as inherited accounts
3. Be available to work up to 18+ home games
4. Other duties as assigned

### ABOUT YOU

Our ideal candidate will be:

- Passionate
- Hardworking
- Reliable
- Competitive
- Professional

Qualification Requirements: To perform this job successfully, an individual must be able to perform each duty satisfactorily. The requirements listed below are representative of the knowledge, skill and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. The candidate must have a strong work ethic and a burning desire to build a career in professional sports.

Education and/or experience: Bachelor's degree (B.A.) from a four-year college or university.

Note: This position works 40 hours per week with compensation consisting of an hourly wage plus commission. Hours may include evenings, weekends, and holidays.

If selected for employment with the Philadelphia Union you will be required to provide the following clearances:

PA Child Abuse History clearance

PA State Police Criminal Records Check

FBI Criminal Background Check

We offer a comprehensive benefits package that includes medical, vision and dental coverage, an employer-matched 401(k) plan, Life Insurance, Disability, a merchandise discount, 24/7 Fitness Center, and much more!