

Job Description: Seasonal Sales Representative (January - April), Ticket Sales – League One Volleyball (LOVB)

About LOVB: (League One Volleyball)

League One Volleyball (LOVB, pronounced “love”) is reimagining the sport of volleyball. Launched in 2020, our company is a mission-led sports performance, development and professional league that seeks to empower new generations of women athletes.

It is a groundbreaking time for volleyball and women’s sports as we celebrate USA’s Olympic success and LOVB’s recognition as one of LinkedIn’s Top 50 Startups of 2024. There are 38M current and former players today. Of major sports, it’s the only one that is women-first (~90% of players are women). But the volleyball market has been almost entirely missed by traditional sports investors, brands, and media.

LOVB is capturing this opportunity. Today, we have created the largest youth club business in the country and are creating the next major American sports league. This community-up approach will drive participation and fandom, while enabling greater empowerment for girls and young women living this amazing sport. In this role, you will join a mission-driven, roll-up-your-sleeves team of innovators and builders who have come together to change the paradigm of professional volleyball and women’s sport.

Position Overview:

League One Volleyball (LOVB) is seeking motivated and energetic Seasonal Sales Representatives to join our ticket sales team for the 2024 season. This entry-level role will take place from January - April 2025 for 10-15 hours /week. This position offers an exciting opportunity to work in the growing world of professional volleyball and play a critical role in driving attendance across all LOVB venues. As a Sales Representative, you will focus on selling individual tickets, group packages, and season memberships while providing exceptional customer service to fans. This position is ideal for candidates passionate about sports, sales, and delivering memorable experiences. This position aims to provide robust training and create an environment of ongoing learning, which will help you get your foot in the door as you launch your career in sports.

Key Responsibilities:

- Actively sell single-game tickets, group packages, and season memberships for LOVB events at multiple venues.
- Proactively engage potential customers through phone calls, emails, and face-to-face interactions.
- Develop and maintain relationships with clients, ensuring a high level of customer satisfaction and retention.
- Collaborate with the ticket sales team to meet and exceed individual and team sales goals.
- Assist in executing ticket sales campaigns, promotions, and special offers to attract fans and maximize attendance.

- Maintain accurate records of customer interactions and transactions
- If available, represent LOVB at games, events, and community outreach initiatives to promote the league and its ticketing opportunities.
- Continuously learn about LOVB's teams, players, and venues to effectively communicate value to potential buyers.

Qualifications:

- Open to learning more about sales, customer service, and the sports industry (past sales experience encouraged but not required).
- Strong interpersonal and communication skills with a passion for engaging with people.
- Self-motivated with a positive attitude and a strong work ethic.
- Ability to work collaboratively in a team-oriented environment.
- Proficiency in Google Office Suite
- Are you willing to work 10 - 15 hours per week?
- Do you have a personal computer to use?

What We Offer:

- Part-time position (10 - 15 hours/week).
- Competitive hourly rate plus commission opportunities.
- Comprehensive training and professional development programs.
- Career growth opportunities within LOVB and the broader sports industry.
- A dynamic and inclusive work environment where your passion for sports and sales can thrive.
- Remote work flexibility.
- Candidates are preferred to live in one of the following markets, but it is not required: Austin, Houston, Atlanta, Omaha, Madison, or Salt Lake City.

About League One Volleyball (LOVB):

League One Volleyball is revolutionizing professional volleyball in the United States by building a league that inspires athletes and fans alike. With a mission to elevate the sport and create unforgettable experiences, LOVB combines competition, community, and culture to shape the future of volleyball.

How to Apply:

Interested candidates should submit their resumes and cover letters explaining their interest in the position and why they're a great fit for the LOVB team.