

**Title: Ticket Sales Representative**

**Reports To: Manager, Inside Sales**

Job Responsibilities:

- Maximize Ticket Sales and Ticket Sales Revenue through execution of sales calls (80 per day) and meetings (5 per week)
- The candidate will be accountable for consistently achieving or exceeding certain levels of “hustle metrics” (calls, talk time, referrals, appointments)
- Aggressively prospect new sales opportunities through appointment setting and establishing relationships via creative means including but not limited to outside meetings, dinner/lunches, networking events and effective use of prospect tickets
- Enter all pertinent prospect and customer information in CRM platform for efficient reporting and effective pipeline management
- Work assigned sales, promotional and team events to develop new prospects and referral opportunities during games and outside business hours
- Provide best in class customer service for all prospects and clients
- Candidate should possess an optimistic team-first attitude, as well as the competitive desire to be the best
- Exemplify the core characteristics of Chicago Fire sales culture (e.g. strong interpersonal skills, positivity, prompt and professional follow-through, openness to new ideas and suggestions)
- Other duties as assigned by the Manager

Qualifications:

- Bachelor’s degree required
- Candidate must have a strong work ethic and a desire to build a career in professional sports.
- Excellent interpersonal and communication skills
- Willingness to learn in a fast-paced environment
- Desire to be a sports sales industry leader
- Ability to work flexible hours, including but not limited to evenings, weekends and holidays
- Familiarity with Ticketmaster Archtics and Salesforce CRM preferred