

For more than 20 years, AEG has played a pivotal role in transforming sports and live entertainment. Annually, we host more than 160 million guests, promote more than 10,000 shows and present more than 22,000 events around the world. We are committed to innovation, artistry, and community, and leverage the power of our 300+ venues, leading sports franchises, marquee music brands, integrated entertainment districts, premier ticketing platform and global sponsorship activations, to create memorable moments that give the world reason to cheer.

Our business is interwoven with the human mind and heart, and we strive to build a diverse and inclusive company that reflects the artists, athletes, and fans that we host; reach beyond traditional boundaries to support the communities in which we operate; and minimize our impact on the environment by adopting sustainable practices throughout our business operations.

If you want to be challenged to up your game and make a difference, then join us in giving the world reason to cheer!

JOB DESCRIPTION:

AEG Sports and the Ontario Reign are looking for an energetic, professional, and self-motivated person who has a passion for sports and ticket sales. The Inside Sales Representative participates in a sales development program geared to prepare entry level candidates for a career within the sports sales industry and AEG Sports (LA Kings, LA Galaxy, Ontario Reign & Eisbaren Berlin). This individual will receive detailed and comprehensive sports sales training with a strong focus on developing the skills necessary to become an industry sales leader. The training will benefit the individual's career growth as a full menu sports sales representative.

This opportunity would consist of generating business relationships in order to gain revenue by selling season tickets, partial game plans, group tickets, and club seats for the Ontario Reign Hockey Club of the American Hockey League. A core function of an AEG Sports-Ontario Reign Inside Sales Representative is proactively and aggressively generating new revenue through outbound calls, prompt responses to inbound calls, team-related events, upselling, cross-selling, and generating referrals. Our representatives also utilize sales enablement tools to maximize their outbound activity and increase their opportunity to close sales on appointments.

ESSENTIAL FUNCTIONS:

- Generate revenue using all sales methods, including cold calls, face to face appointments, arena tours, prospecting, and networking
- Manage accounts in order to exceed established sales goals
- Conduct high amounts of new business calls on a daily basis
- Aggressive prospecting in order to generate new business relationships
- Conduct face to face sales presentations with prospects and potential customers
- Provide prompt, thorough, and courteous responses to all inbound & outbound customer communication – phone calls, emails, mail, etc.
- Work all home games to ensure great customer service to all clients and fans

WORK PRODUCT:

- Ontario Reign Season Tickets
- Mini Plans
- Group Tickets
- Toyota Arena Club Seating

SPECIFIC JOB KNOWLEDGE, SKILL AND ABILITY:

The Inside Sales Representative must possess the following knowledge, skills and abilities and be able to explain and demonstrate that he or she can perform the essential functions of the job, with or without reasonable accommodation, using some other combination of skill and abilities:

- Ability to provide an outstanding level of customer service
- Exemplary self-discipline, professionalism, pride and work ethic
- Outstanding listening, written, and verbal communication skills
- Team-oriented with a proactive positive attitude
- Willingness to take initiative and ownership of projects
- Detail oriented with ability to multi-task effectively and with a sense of urgency, sometimes under a high level of stress
- Excellent organizational and time management skills
- Proven to be reliable, diligent, self-motivated and dedicated
- Ability to reason and problem solve. Define problems, collect data, establish facts, draw valid conclusions, make independent decisions, and exercise independent judgment and discretion
- Quality presentation skills – ability to create, analyze, interpret, and present reports and correspondence
- Creativity and ability to see ideas through to successful execution
- Enthusiasm for and/or experience in professional sports sales and/or service
- Thoroughness and attention to detail
- Compliance with organizational directives
- Ability to conduct face to face business meetings
- Motivated to start/continue career in professional sports
- Minimum expectation of 160 activities per day
- Grooming – employee must maintain a neat, clean and well-groomed appearance. Good hygiene & professional appearance required. Business attire in office and during events required. Employees may be required to wear Reign attire (to be provided) when representing the Reign in public.
- Flexible hours required: working evenings/nights, weekends and holidays

QUALIFICATION STANDARDS:

Education:

- BA/BS Degree (4-year) preferred

Experience:

- Prior sports sales experience a plus
- Familiarity with professional sports
- Familiarity with basic tenets of sales and customer service, sports industry specific a plus

Pay Scale: \$15.50-\$16.86

AEG reserves the right to change or modify the employee's job description whether orally or in writing, at any time during the employment relationship. AEG may require an employee to perform duties outside his/her normal description.

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.