

# Representative, Inside Sales

San Diego Padres

San Diego, CA

**TITLE:** Representative, Inside Sales

**DEPARTMENT:** Membership Sales

**REPORTS TO:** Manager, Inside Sales

**SUPERVISES:** N/A

**STATUS:** Full-Time, Non-Exempt

## **JOB SUMMARY:**

The *Representative, Inside Sales* is primarily responsible for making outbound phone calls to fans and local businesses while using keen customer service skills in an effort to set up customer appointments at Petco Park to reach sales goals.

## **DUTIES & RESPONSIBILITIES:**

- Reports daily to Managers, Inside Sales.
- Makes 75+ telephone sales calls per shift from provided lead lists and active prospecting to set up face to face appointments at Petco Park.
- Provides top-notch customer service to callers from our main ticket line as well as maximizes sales from this source.
- Utilizes CRM for contact management, sales pipeline tracking and ensure all record keeping is timely and accurate.
- Represents the Padres in the most positive way on game days when interacting with clients and prospects at Padres sales tables or at their seats.
- Additional responsibilities as assigned by the Manager, Inside Sales.

**JOB REQUIREMENTS:** Must meet the following minimum requirements:

- College degree required or equivalent experience.
- A strong desire to start a career with a team that has ample opportunity for growth.
- Must possess a strong commitment to the sports industry, a passion for sales, a strong work ethic, competitiveness, a positive team first attitude, and a thirst to learn.
- Individuals must be self-starters and comfortable making cold calls.
- Individuals must be proficient in Microsoft Office including Word, Excel, and Outlook.
- Fluently bilingual in English/Spanish a plus.
- As a condition of employment, the job candidate(s) must successfully complete a post-offer, pre-employment background check and drug screening.

**The San Diego Padres are an Equal Opportunity Employer.**