

Title:

Inside Sales Manager

Reports To:

Senior Director of Ticket Sales, Services, & Operations

Job Responsibilities:

- Hire, motivate, mentor and provide training to increase efficiency, productivity and skillsets of employees
- Create and build relationships with local universities, attend job fairs and leverage personal/professional network to find prospective employees
- Develop clear expectations and instill accountability for employees across all aspects of their performance
- Guide team on best practices for activity, pipelines, forecasts, and closed-deals to ensure quota attainment
- Drive consistency with lead follow-up, high activity standards, and pipeline management
- 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)
- Additional responsibilities as assigned by the Senior Director of Ticket Sales, Services, & Operations

Qualifications:

- Bachelor's degree required
- At least three (3) years of Ticket Sales experience
- Ability to coach, train and motivate sales people
- 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