



Job Title: Director of Ticket Sales

Job reports to: Vice President, Ticket Sales

Job Description:

The Director of Ticket Sales is responsible for building upon an established foundation and aggressively growing the organization's ticket sales revenue. This role will focus on mentoring, training and developing the sales staff while maximizing current revenue streams and actively working to create new and unique revenue opportunities.

What you'll be doing:

- Evaluate the daily activities of the Sales Team and provide regular feedback, training and coaching during weekly reviews
- Provide guidance on the sales process with every team member, including assistance with prospecting, qualifying potential clients, presenting solutions and attending meetings with everyone on a regular basis
- Identify, recruit, hire and train current and new members of our sales team to build a dynamic sales environment that will accomplish the sales goals of the organization
- Regularly measure the effectiveness of the organization's various sales campaigns and offerings and provide recommendations for further improvement when necessary
- Actively solicit feedback from existing clients and use this information to develop additional benefits, address concerns and improve the ticket offerings for our customers
- Work to identify new key community relationships or partnerships that will assist in developing new opportunities. Represent the organization in the community at various events and programming
- Actively remain aware of trends and developments within our league and industry and provide ideas and insights to improve our ticket sales portfolio
- Model and enforce the Five Core Business Strategies and Team Operating Principles

- Other duties as assigned

Qualifications:

- 5+ years of experience in ticket sales
- 2+ years of experience in ticket sales management
- Bachelor's degree in sports management, marketing, business, or a related field
- Proven ability to develop and train sales staff
- Strong time management and organization skills
- High personal accountability
- Ability to communicate articulately and confidently both verbally and in writing with individuals at every level
- Ability to work effectively in a high-pressure environment while prioritizing and leading multiple tasks/projects at the same time
- Able to work non-traditional hours, including nights, weekends, and holidays