

Title: Inside Sales Representative
Job Location: Kraft Soccer - Foxborough, MA
Position Type: Full Time

SUMMARY: This position is an entry-level member of a team assigned to the sales of all New England Revolution ticket inventory. Our program is based on teaching the fundamentals of sales. These fundamentals include prospecting over the phone and online, setting meetings, running meetings and closing business. Each rep will work closely with his/her sales manager through each phase as well as the senior leadership team who will help provide guidance. There will be a focus on individual, group, corporate and youth soccer sales. The focus of the program will be adjusted based on the needs of the organization.

DUTIES AND RESPONSIBILITIES

- Learn best practices for selling season, group, corporate and youth soccer game tickets.
- Sell Revolution sales products to a wide variety of prospective buyers and provide service after the sale to those customers.
- Perform grassroots marketing activities at various locations across greater New England to drive fan development and sales lead generation.
- Keep accurate CRM records and perform necessary follow up with customers in order to close sales.
- Process orders by using the Archtics ticketing system and the Revolution intranet. Take all necessary steps and fill out all required forms/computer documents in a timely manner in order to complete the sale and ensure the proper delivery of all package elements to the customer.
- Assist in the planning and execution of Revolution elements on game days and at Revolution events.
- Meet weekly with management to evaluate results, establish best processes and strategies for driving new business.
- Special projects and assignments as business dictates.

SKILLS AND QUALIFICATIONS

- Bachelors Degree preferred.
- Prior inside sales experience preferred but not required.
- Excellent written and oral communication skills.
- Ability to manage multiple timelines in a fast-paced, deadline-oriented environment.
- Organized and attentive to detail
- Highly computer proficient and skilled working with database and spreadsheets.
- Maintain a professional, courteous attitude with team members and customers.

PHYSICAL DEMANDS

- Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

WORK ENVIRONMENT

- Fast paced office environment.
- The noise level is generally moderate.

CERTIFICATES, LICENSES, REGISTRATIONS

- None required.

OTHER DUTIES

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change at any time with or without notice

This company is an equal opportunity employer. We evaluate qualified applicants without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, veteran status, and other legally protected characteristics.