

Who We Are: Taymar Sales U. specializes in ticket sales, operations, corporate sponsorship sales and fundraising services for colleges and sports teams. Taymar Sales U. is hiring top talent to be a part of a fast-paced, dynamic environment with quick career growth and daily development opportunities through easy accessibility to senior management. Members of our team possess a desire to be a part of a growing industry and company that is on the ground floor of changing how college athletics drives revenue and increases fan attendance.

Position Overview: Taymar Sales U.'s Director of Sales at the University of Central Missouri will have responsibilities related to Athletics Department ticket sales and corporate sponsorship sales. This is an active and multi-faceted sales role that will be supportive to the General Manager and the overall revenue generation mission in the UCM Athletics Department.

Responsibilities:

- Focus on external ticket revenue generation, while assisting with the execution of all ticket office functions.
- Specific emphasis on season ticket renewals, new season ticket accounts, group ticket sales and premium seating spaces – including Suites – in collaboration with current UCM staff.
- Represent athletics program and University with the highest integrity.
- Emphasis on external prospecting and customer interaction, including in-person meetings in the community.
- Actively engage in corporate sponsorship sales efforts, including servicing of corporate sponsor accounts, activation, and fulfillment.
- Maintain a positive working relationship with all internal & external units of the department and University to ensure a positive event experience for customers.
- Deliver excellent customer service and cultivate relationships with current and future fans.
- Work effectively in a fast-paced environment to produce revenue.
- Generate reports and accurately track overall ticketing revenue pace towards goals.

- Must be able to work evenings and weekends, as required. All home games will be worked in various capacities: box office management, customer service & ticket sales.
- Other related duties as assigned by the General Manager.

Qualifications:

- Bachelor's Degree with concentration in Sports Marketing or a related field.
- Organization skills, work ethic, positive attitude, and desire to learn in a fast-paced industry.
- Experience and proven success within a ticket sales/operations department.
- Relatable experience in a previous ticket sales, operations or sponsorship activation or fulfillment role.
- Leadership ability to schedule, lead and manage a gameday box office staff and student worker staff.
- Full Time role.

We are an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status, or any other characteristic protected by law.