

## **Comcast Spectacor | Philadelphia Flyers Inside Sales Representative (seasonal)**

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The Philadelphia Flyers and the Wells Fargo Center are seeking Inside Sales Representatives. This is a 10 month position (February - November) with the goal of becoming a full time sales representatives upon completion of the program.

Representatives will complete formal training program and continue to receive hands on management in order to set up for success in selling and future opportunities. Representatives will also receive guidance and training on potential career paths on the revenue-generating side of the sports industry. Staff assignments will focus on calling pre-loaded lead lists with the goal of selling season and group ticket packages. Ideal candidates possess an outgoing personality, a passion to build a career in the sports industry, and strong sales and customer service skills. This position can be used to fulfill a full time college internship.

### **Responsibilities:**

- Generate ticket revenue through season ticket sales, partial plans, 3 game plans and group sales via outbound sales campaigns for both the Philadelphia Flyers and Philadelphia Wings.
- Call past customers and new customers to generate ticket packages
- Handle incoming sales calls from prospective clients for all ticket packages
- Meet or exceed sales goals for all ticket packages
- Make a required minimum of 100 outbound sales calls and/or 2 hours of customer talk time each day to meet established sales objectives.
- Utilize sales engagement platform to run sales cadences & send email communication to clients
- Document all customer interaction via Salesforce and Paciolan.
- Be available to assist at games and other special events with the intent of cultivating new sales and group prospects.
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### **Qualifications:**

- If currently enrolled, this position can be used to fulfill a full-time college internship. If not enrolled in school, Bachelor's degree required.
- Sales and/or service experience in a sports or hospitality industry a plus but not required
- Great attitude and highly coachable individual with passion for learning skills to be a revenue generator in sports.
- Focused on obtaining a career in the professional sports industry
- Proficient computer skills and experience with MS Office
- Must be able to work flexible hours, including evenings, weekends and holidays
- Possess a strong work ethic and excellent written and verbal communication skills
- Must be highly motivated and positive with strong aspirations to be successful in a sales career
- Must be able to provide own transportation to/from work as well as events outside of normal business hours