

Sales Consultant, Inside Sales | Houston Astros Baseball**Sales Consultant, Inside Sales**

Department:	Ticket Sales & Service
Supervisor:	Manager, Inside Sales
Classification:	Full-time (Non-Exempt)

The Houston Astros are seeking driven and positive individuals who are committed to becoming sports and entertainment sales leaders. In this position the Sales Consultant will develop the skills necessary to become a full menu sales professional and take the next level within the sports industry. The primary role for this position is to generate new ticket revenue for the Houston Astros through selling season tickets, partial ticket plans, group tickets, single game luxury suites and other premium inventory. Revenue will be generated via phone (outbound and inbound calls) and face-to-face ballpark tours.

Essential Duties & Responsibilities:

- Sell new full season tickets, partial ticket plans, group tickets, single game luxury suites, and other premium inventory
- Set face-to-face appointments to show seats and give ballpark tours with the intent to close business
- Answer incoming single game calls with the ability to up-sell callers into ticket packages, group tickets, and suite rentals
- Work games, nights, weekends and holidays as assigned (i.e. answer phones, work sales booths, visit clients)
- Represent the organization at in-house ballpark events and off-site community events promoting tickets
- Prospect and qualify all potential sales opportunities in addition to the leads you are provided
- Maintain computerized records of all season ticket customers and prospects with our CRM system
- Provide excellent customer service to prospects and current clients over the phone and at games
- Coordinate weekly meetings and role-play training sessions

Education and/or Experience:

- Bachelor's degree in Business, Sports Management, Marketing or related field
- Desire to be a sales industry leader
- Excellent customer service skills
- Commitment to personal integrity
- Strong organizational and communication skills
- Ability to work as a team player

The above information is intended to describe the general nature, type and level of work to be performed. The information is not intended to be an exhaustive or complete list of all responsibilities, duties and skills required for this position. Nothing in this job description restricts management's right to assign or reassign duties and responsibilities to this job at any time. The individual selected may perform other related duties as assigned or requested. Reasonable accommodations may be made to assist individuals in performing the essential functions.

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- Ability to confidently deliver face-to-face sales presentations to prospective clients
- Must be able to work a flexible schedule, which includes home games, nights, weekends and holidays as assigned
- Proficiency in basic computer software programs

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**Effective 10.2016*