

## **Sports is where you want to be. You just need a chance.**

You've either proven yourself in a prior position or you're ready to take control and learn the ropes. You KNOW you would crush it if you were given the chance, and you've learned that ticket sales is a good place to start.

## **You're exactly who we want to talk to.**

The ISBI 360 Virtual Sales Network represents dozens of teams that are ready to hire fully trained ticket sales reps on a "Rent-a-Rep" basis working from home. We will train you how to effectively sell sports tickets remotely from your own home AND place you in a sales project with a pro team to gain the experience you need to land a full-time role in sports.

**No whiners. No lazy people.** No entitled "born-on-third-base-thinks-they-hit-a-triple" people. If you have a desire to work in pro sports AND are ready to invest in your future, we want to talk to you. (For 2022 graduates, this is a perfect opportunity to complete your Internship or Practicum credit!)

You'll be immersed in the industry for two weeks by some of the finest hands-on sales trainers in the business. For those that earn the right to continue, you'll be paired up with a team that needs to sell their ticket inventory NOW. You will be paid a monthly commission plus a performance bonus, and catch the attention of that hiring manager that wasn't paying attention to you just a few weeks ago.

## **What will you be doing?**

- Selling tickets for a professional sports team (full season, partial season and group ticket plans) by making sales calls, sending emails and attending weekly virtual team meetings
- Being accountable for meeting or exceeding performance metrics and weekly sales activity
- Entering information in the CRM platform for efficient reporting and effective pipeline management
- Bringing an optimistic team-first attitude and the competitive desire to be the best
- Demonstrating professionalism on a daily basis, including strong interpersonal skills, awesome positivity, prompt and professional follow-through, and openness to new ideas and suggestions.

## **What are the expectations?**

- 60+ outbound touchpoints daily (combination of phone calls, emails and text messages)
- Minimum of 15-20 hours weekly in a work-from-home capacity
- Ability to work flexible hours, including but not limited to evenings, weekends, and holidays
- Attend and be proactively engaged during weekly all staff and team meetings virtually
- A strong work ethic and a desire to build a career in professional sports.

**What are the qualifications?**

- Bachelor's degree or working towards one with a graduation date
- Excellent interpersonal and communication skills
- Willingness to learn in a fast-paced environment
- Previous sales experience preferred but not required.

If you're not scared off yet, click the link below and apply today.