

Responsibilities

- This position will report directly to the Director of Corporate Ticket Sales to achieve the objectives of the Ticket Sales department.
- Responsible for generating new revenue through Premium Seating, Hospitality and Suites, Full and Partial Season Ticket sales. •
- Assist in selling group tickets, group theme nights and residential ticket packages. •
- Develop, maintain, and enhance relationships with clients throughout the season and off-season. •
- Providing a unique and personalized experience by going above and beyond expectations to increase the customer experience. •
- Assisting in coordinating and executing member events, benefit programs, and renewal incentives throughout the calendar year. •
- Working at all Lehigh Valley IronPigs home games: staffing designated ticket sales stations, fulfilling events, servicing clients, and prospecting new sales. •
- Other duties as assigned.

Requirements

- Bachelor's degree from an accredited university is required. •
- At least 1 years of sports industry sales experience. •
- Excellent communication, networking and writing skills are required. •
- Must demonstrate a high degree of motivation, time management, attention to detail and organization.
- The ability to work in a team environment is a must as duties may stretch beyond work in the ticket sales department from time to time. •
- Ability to work long hours, weekends, and some holidays.

We are an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, national origin, sex, sexual orientation, age, disability, gender identity, marital or veteran status, or any other protected class.

Job Questions:

1. What makes you the best candidate for this position?
2. When would you be available to start?