



Inside Sales Consultant - SAP Center, San Jose Sharks & Barracuda

This is your chance to join an exciting new sales team as we continue to rise.

The San Jose Sharks leadership team consists of top level executives formerly from NBA, NHL and MLB teams, to blaze new trails not yet seen in the NHL. The Sharks inside sales program is being built on a strong foundation of learning the fundamentals, studying sales philosophy, and consistent practice. Graduates from this program will be well positioned for success in more senior level sales positions in sports. Emphasis at the Sharks is placed on promotion from within, with those possessing strong work ethic and positive attitudes sure to grow within the system. If you are looking for a competitive environment and to join on with a team poised to make some waves in sports, this is the place for you.

Description:

The San Jose Sharks are looking for ambitious, professional, self-motivated individuals who will be responsible for selling full season, partial, single game suite, and group ticket packages. The Inside Sales Consultant will act as a starting ground for an opportunity to move into a senior level sales position. Must be able to work nights, as well as targeted events as needed and succeed in a team environment, built around a collegiate culture with friendly competition.

Responsibilities:

- Sell San Jose Sharks full, partial, single game suite and group ticket packages
- Meet and exceed personal sales quotas set by management
- Participate in game/event day duties as needed
- Provide excellent customer service
- Possess a thorough understanding of the Sharks ticketing plans and policies
- Prospect new business leads and use a sophisticated Microsoft CRM system to attack leads
- Set up daily new business appointments and arena tours with prospects

Requirements:

- Strong communication skills
- Highly motivated with a passion for sales
- Prior cold calling experience is preferred but not essential
- Organizational and time management skills a must
- Desire to learn and study sales and make it a career
- Professional appearance and conduct
- Ability to work in a structured, disciplined, cooperative and competitive environment

If interested in applying, please submit your resume, cover letter, & references to Nick Szpur:

nszpur@sharkssports.net