



Job Posting

JOB TITLE: Inside Sales Representative, Red Sox Sales Academy

DEPARTMENT: Ticket Sales

REPORTS TO: SR Director, Red Sox Sales Academy & Season Ticket Sales

RED SOX SALES ACADEMY POSITION OVERVIEW:

The Boston Red Sox created the “Red Sox Sales Academy” in April of 2013 to grow future sports and entertainment sales leaders. To date, over 36 Academy alumni have been promoted either within Fenway Sports Group or around the sports world. Responsibilities include selling all seating inventory at Fenway Park including season tickets, premium seating, partial plans, group tickets, and special events. Sales Academy representatives are full time members of the Red Sox front office serving a 2 year term with team option for 3rd year. Sales Academy representatives will be evaluated on a quarterly basis in regards to sales, being a team player, and activity metrics.

CHARACTERISITICS / QUALIFICATIONS

- Strong desire to break into professional sports as a sales professional.
- Ideal candidates have a high level of natural enthusiasm, and energy.
- Prior sales or customer service experience is preferred.
- Must be a team player.

RESPONSIBILITIES:

- Develop new leads through cold calling, emails, text, and referrals.
- Minimum of 75 outbound sales activities per day; including 4 appointments per week, in person or via virtual meetings.
- Provides excellent customer service to prospects and current clients over the phone and at games.
- Represents Fenway Sports Group, and the Red Sox in a positive and professional manner at all times.

Red Sox Sales Academy alumni have advanced into, or are currently in the following full-time positions within the sports industry:

- (2) Manager, Red Sox Sales Academy – Boston Red Sox
- (5) Premium Season Ticket Account Executives – Boston Red Sox
- Coordinator, Red Sox Sales Academy – Boston Red Sox
- (2) Premium Suite Sales Account Executives – Boston Red Sox
- (4) Group Sales Account Executives - Boston Red Sox
- (2) Season Ticket Account Executive – Boston Red Sox
- Account Executive, Special Events – Fenway Sports Management
- Sales Representative, Special Events – Fenway Sports Management
- Coordinator Marketing Partnerships – Fenway Sports Management
- Premium Coordinator - Boston Red Sox
- Manager, Business Development – MLB Korea
- Manager, Group Sales & Hospitality - Oakland Athletics
- Corporate Partnerships Sales Manager - Portland Timbers
- Group Sales Account Executive – Boston Bruins
- (2) Season Ticket Account Executives – Boston Bruins
- Premium Account Executive – Boston Celtics
- Manager, Suite Sales - Columbus Crew SC at Legends
- Manager, Inside Sales at Harris Blitzler Sports & Entertainment
- Premium Sales Consultant – Sofi Stadium at Hollywood Park at Legends
- Premium Sales Consultant – Allegiant Stadium at Legends
- Premium Sales Consultant - Rose Bowl Stadium
- Group Sales Account Executive – Oakland A’s
- Group Sales Account Executive - Colorado Avalanche
- Membership Services, Boston Celtics
- Vice President, Corporate Partnerships – Washington Redskins
- Inside Sales Account Executive, New York Islanders
- Account Manager, Member Services at New York Islanders
- Coordinator, Event Operations at U.S. Soccer Federation
- Account Executive at NASCAR