

Gary Southshore RailCats

Director of Sales

The Gary Southshore RailCats are member of the American Association of Independent Professional Baseball. The team plays in beautiful US Steel Yard which opened in 2003 featuring 6,139 seats, 18 suites, 2 party decks and a group picnic area. On the field, the RailCats have enjoyed success winning three league championships and four divisional titles.

The ideal candidate should be an outgoing, energetic and creative sales professional who is a clear self-starter with strong sales and relationship skills who can “go get it”. This professional will have experience leading a sales team. This position will oversee the sales function of the organization, including but not limited to corporate sales, season ticket sales, flex plans, single game sales, stadium hospitality areas, group sales and group prospecting throughout Northwest Indiana.

Total compensation and benefits commensurate with experience.

Duties and Responsibilities:

- Manage the sales team related to corporate sales, groups, hospitality areas, flex plans and season tickets for both new and renewal relationships
- Work to identify new key community relationships or partnerships that will assist in developing new opportunities to expand the team’s customer base
- Develop young talent, coach staff in proper sales techniques and mentor daily
- Create customized sponsorship programs to generate net revenue and meet the needs of clients
- Oversee box office function, single game sales while providing the highest level of customer service
- Manage the implementation of all corporate contracts to ensure full activation and proof of performance
- Offer ticket packages and group options to meet the needs of the fan base and drive revenue for the organization
- Ensure daily sales activity goals are achieved and tracked in CRM
- Maintain groups sales inventory and group asset schedules
- Work with the operations, food and beverage and promotions staff to ensure an optimal game day experience for the fans
- Complete daily, weekly, monthly, and yearly sales reports in a timely fashion under the direction of the General Manager
- Develop and maintain a personal client base of sales prospects and customers through leading by example with proper sales techniques
- Provide the highest level of customer service on gameday adhering to WOW principles
- Attend Chamber of Commerce and other community events
- Other related duties as required

Qualifications:

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill and/or ability required.

- At least 2 years of successful sales experience and 1 years of management experience preferably in professional baseball
- Bachelor's Degree in business, marketing or related field
- Ability to manage time efficiently
- Ability to multi-task and establish priorities
- Desire to teach and mentor young talent
- Good written (report writing) and oral communication (public speaking) skills
- High Customer Service, quality attitude, and strong interpersonal skills
- Ability to work under pressure and meet established goals and objectives
- Strong attention to detail
- Ability to maintain organization in a fast paced and changing environment
- Exhibits initiative, responsibility, flexibility and leadership
- Proven cold calling skills
- High level of integrity
- Strong negotiating skills
- Proficient with MS Office (Word, Excel, Powerpoint)
- Strong analytical skills
- Strong team work skills as well as the ability to work independently and self-motivate
- Strong presentation skills
- Ability to think outside the box
- Ability to work flexible non-traditional hours, including evenings, weekends and holidays
- Physical requirement (lifting 50 pounds many times per day, standing, squatting, and bending for long periods)