



**Job Title:** Inside Sales Executive  
**Department:** Ticket Sales  
**Reports To:** Ticket Sales Manager  
**FLSA Status:** Full time/Non-Exempt

We are looking for a high energy, self-starter to join our sales team for the 2021-2022 hockey season. With competitive pay, uncapped commission, and industry leading professional training, the Atlanta Gladiators will provide the tools for you to succeed. Take the first step in your sport professional career.

**Qualifications:**

- At least 1 year in a sales role is preferred.
- Experience with salesforce is recommended.
- Excellent verbal and written communication skills a must.
- Demonstrate a high degree of professionalism, leadership, time management, and organizational skills.
- Proven ability to work in a fast-paced environment.
- Self-starter and team player.
- Proven ability to sell an intangible product (experience).
- Ability to work effectively, without supervision.

**Duties and Responsibilities:**

- Sell full menu of products: Season Memberships, Group Outings, and Suites.
- Sell and service new and existing season ticket and group accounts.
- Develop and expand relationships with clients and organizations within the community.
- Work and assist with team events outside of the office.
- Perform other duties as assigned by manager.
- Game Day/Night Duties as Assigned
- Reports to Ticket Sales Manager.

We are an equal opportunity employer, and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status, or any other characteristic protected by law.



## Atlanta Gladiators Academy

### SALES HIRING SHOWCASE- Virtual

Friday, April 30<sup>th</sup>, 2021  
Virtual Session

**9:30am – 10:00am** – Introductions

**10:00am – 10:30am**- Working In Sports Sales/ Introduction to Atlanta Gladiators

**10:30am – 12:00pm** – Roadmap 101, Steps to Making the Call

**12:00pm – 1:00pm** – Lunch break

**1:00pm-2:30pm**- Sales Training/Roleplay continuation

**2:30 pm – 3:00pm** – Career Panel with Gladiators

**3:00 – 3:15pm**- Break

**3:15pm – 5:00pm** – Interview Breakouts

#### **Ticket Sales Leadership Involvement**

- Tommy Easley- Director, Ticket Sales- Atlanta Gladiators

#### **Event Leads**

- Josh Belkoff- Vice President, Business Development- SBS Consulting