

Cavaliers Holdings, LLC is committed to delivering unparalleled sports and entertainment experiences fueled by a diverse, equitable, and inclusive culture. We strive to find talent that defines being the DIFF through a “Care – Lead – Engage” (CLE) philosophy across all aspects of our business. If this sounds like a culture you can thrive in, and you enjoy working in fast-pace and high energy setting, then we want to talk to YOU!

JOB SUMMARY:

You're ready to shoot for something BIG in your career, and we've got the playbook to get you there! We believe that our Cavaliers Sales team members are the best in the biz and are always looking for new, enthusiastic talent to join our team. The Cleveland Cavaliers seek teachable, dedicated individuals who possess superior listening and communication skills and are eager to learn the art of selling.

Under the guidance of our Manager of Organizational Business Development our Organizational Business Development program, referred to as The Foundation, will provide you with the foundation necessary to grow a long-lasting career in the sports industry and prepare you with the skills to take the next step into our senior level ticket sales, service and retention, and group sales positions.

In addition to working for a world-class organization, we offer a bi-weekly salary, generous commissions, free parking in Downtown Cleveland, health insurance, and a fun and professional work environment!

This position is an entry-level position in the sales team.

RESPONSIBILITIES:

You will represent the entire Cleveland Cavaliers organization. Imagine walking the walk and talking the talk for Dan Gilbert's family of teams: the NBA Cleveland Cavaliers, AHL Cleveland Monsters, and the NBA G-League Canton Charge.

- Relationship based selling approach to generate season membership and group sales revenue for the Cleveland Cavaliers, Cleveland Monsters, and Canton Charge.
- Gameday responsibilities include generating revenue through prospect events and providing elite level of service to guests
- Generate new leads through ticket sales tables during outside functions such as luncheons, business shows, conventions, etc.

QUALIFICATION:

- College degree.
- A strong sense of professionalism.
- A burning desire to grow a career in the business of sports.
- A competitive spirit
- An openness to learn.
- A relentless work ethic.