

Summary:

Throughout the Boston Celtics' storied history, they have long stood for equality and respect, including drafting the first African American player, hiring the first African American coach, and playing the first all-black starting five. The Celtics have won a record 17 NBA Championships spanning five (5) decades, including eight (8) in a row from 1959-1966, and winning their most recent in 2008. In addition, forty-one (41) former Celtics players, management, coaches, or staff have been inducted into the Naismith Memorial Basketball Hall of Fame. In December 2002 the team returned to local ownership for the first time since 1963.

Are you interested in leading a multifaceted sales team? Do you want to build out the next generation of sales stars at the Celtics? We are looking for an Inside Sales Manager to build and lead a brand-new sales team! This dynamic and enthusiastic team will be responsible for selling a number of wide-ranging products from season tickets, mini plans and suite rentals to premium inventory. This role will report to the Senior Director of Premium & Season Tickets.

Responsibilities:

- Hire, build, develop and advance a team of inside sales professionals passionate about new business
- Lead Inside Sales Representatives to meet and exceed established monthly and yearly revenue objectives, outbound activity, and key productivity metrics
- Encourage and coach team through a variety of training sessions to educate on sales processes for optimum performance
- Assist in the development and execution of strategic ticket sales campaigns tied to future revenue growth
- Collaborate with the People team on strategies to attract and retain talent
- Run all in-arena sales opportunities and prospecting events
- Foster and cultivate an industry leading sales culture
- Participate in events, promotions, client entertainment and other activities as required

Requirements:

- Bachelor's degree and related experiences
- Minimum of 5 years' experience in ticket sales and/or related experiences
- 1-3 years of progressive ticket sales success and sales leadership experience
- Experience working with and using large CRM system
- Coach and empower a sales team to do their best work
- Proven ability to develop and train sales staff

- Ability to communicate efficiently with many groups and personnel
- Ability to work all home games and assigned sales and team events, which may fall on holidays or outside normal business hours

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