

Inside Sales Representative – St. Louis Blues (St. Louis, MO)

Position Overview:

St. Louis Blues Inside Sales Representatives are responsible for generating new business, servicing new accounts, creating new ideas to increase ticket sales, and performing basic office functions, as needed.

This is an entry-level position that is ideal for someone looking to start their career in sports sales. Your goal in this position will be to produce ticket sales revenue and earn a promotion in the sports industry.

A full-time sales position may be available upon successful completion of the program.

Tasks and Responsibilities:

- Sell full menu of St. Louis Blues ticket options including season tickets (full season and partial season plans), group tickets, suite rentals, suite packages and sponsorships
- Sell groups and suites, when applicable, to Enterprise Center non-Blues events
- Generate new business via lead lists (B2B and B2C) and self-prospecting
- Execute a high volume of daily outbound touchpoints (calls, emails, LinkedIn, texting, handwritten notes) to create a buyer profile for consumers/businesses and set appointments
- Conduct face-to-face appointments with the goal of finding a fit for the consumer/business via season, suite, group, and partial plan ticket packages
- Target new businesses in the St. Louis area via prospecting
- Attend networking events to expand your footprint in the Greater St. Louis area
- Meet or exceed assigned sales goals for all ticket products and/or promotions
- Maintain complete and accurate records of all ticket products sold to customers
- Service inbound sales line, as needed
- Work Blues home games and events to support ticket sales and other promotional initiatives
- Participate and contribute to weekly sales team meetings and training sessions
- Upgrade, upsell, and cross-sell clients
- Ability to work well within a team environment, yet comfortable completing tasks independently
- Demonstrate flexible and efficient time management skills with the ability to prioritize workload
- Other duties as assigned by the Manager, Inside Sales

Required Knowledge/Skills/Job Qualifications:

- Bachelor's degree from a four-year college or university (sport management or business-related field preferred)
- Prior sales experience is preferred, but not required
- Strong passion or desire to work in the sports industry
- Excellent communication skills, both written and oral
- Manage multiple relationships well
- Ability to work days, nights, weekends and holidays
- Detail oriented and organized
- High energy and positive attitude
- Effective time management skills
- Customer Service oriented
- Computer savvy