

The **Los Angeles Chargers** are seeking driven and ambitious individuals to join our **Inside Sales Department**. This program is designed for those passionate about sports and eager to develop their sales skills in a fast-paced, competitive environment.

As an **Inside Sales Representative**, you'll play a key role in driving ticket sales, gaining hands-on experience, and receiving top-tier training to set you up for success in the industry. You'll be selling **Season Ticket Memberships, Mini Plans, Group Tickets, and Single Game Suite Rentals** for Chargers home games at **SoFi Stadium** while developing valuable relationships with fans and businesses.

What You'll Do:

- **Sell:** Generate ticket revenue through **season memberships, mini-plans, group tickets, and single-game suite rentals**.
- **Prospect:** Make outbound calls, follow up with past buyers, and actively seek new sales leads.
- **Present:** Conduct in-person and virtual sales meetings at SoFi Stadium and offsite locations.

- **Engage:** Work Chargers home games and special events to drive sales opportunities and connect with fans.
- **Grow:** Build and maintain relationships to drive repeat business and referrals.
- **Manage:** Utilize CRM tools to track leads, pipeline activity, and customer interactions.
- **Learn:** Receive ongoing training, mentorship, and professional development to accelerate your sales career.

What We're Looking For:

- **Education & Experience:** Bachelor's degree OR 1 year of professional work experience.
- **Sales Mindset:** Strong work ethic, self-motivated, and eager to develop a career in sports sales.
- **Communication Skills:** Confident and professional in phone, in-person, and written interactions.
- **Resilience & Competitiveness:** A positive attitude, ability to overcome objections, and hunger to succeed.

- **Tech Savvy:** Proficiency in **Microsoft Office** and willingness to learn sales-related software.
- **Flexibility:** Ability to work evenings, weekends, and holidays as needed.

Compensation & Perks:

- **Hourly Pay:** \$18.50 per hour + commission opportunities
- **Continuous Learning:** Hands-on training and mentorship from top sales leaders in the industry
- **Networking:** Access to industry professionals and career growth opportunities
- **Game Day & Event Access:** Work Chargers home games and special events at **SoFi Stadium**

The Los Angeles Chargers are committed to building a diverse, equitable and inclusive work environment that reflects our incredibly diverse fan base. We provide an environment of mutual respect where equal employment opportunities are available to all employees and applicants without regard to ancestry, race, color, religion, sex, gender, gender identity, gender expression, national origin, age, disability, medical

condition, marital status, military or veteran status, genetic information, sexual orientation, or other status protected by applicable federal, state, or local law. We believe diversity and inclusion among our employees is critical to our success, and we seek to recruit, develop and retain the most talented people from a diverse candidate pool.

Job Questions:

1. Are you able to start this position by April 2025?
2. Why do you want to work in sales?