



The Brooklyn Nets are seeking Inside Sales Representatives with a desire for career growth, training, and development within a professional sports organization. This role will aim to actively pursue new business opportunities through relationship building, including but not limited to selling Season Memberships, Suite Rentals, Group Events, Arena Events, and more. The ideal candidate must be coachable, have a positive attitude, and desire growth.

Primary Responsibilities

- Achieve daily, weekly, and monthly required activity goals, including time-blocked call campaigns, with the ability to focus on - the task in a fast-paced, fun environment.
- As a sales expert, you will apply strategic training methods to sell full menu BSE Global products, including but not limited to season memberships, group experiences, and premium products.
- Build relationships with prospective customers via outbound communication efforts and enhance those relationships through face-to-face meetings using our proprietary event-based selling model.
- You discover leads by researching prospective clients within the metropolitan area and developing referrals.
- Achieves and exceeds monthly and annual individual goals the Manager of Inside Sales set.
- Attend all Brooklyn Nets home games to leverage face-to-face meetings with prospective clients, assist with sales efforts through strategic sales table buy-now incentives, and conduct concourse intercepts throughout the game.
- The ability to attend special Brooklyn Nets events such as the season ticket member party, pre-game events, Practice in the Park, and other lead-generating networking events.
- Attend daily training and development sessions led by your leadership team, including our in-house sales trainer.

Education and Experience

- Bachelor's degree required
- Sales experience is preferred but not required
- Competencies in face-to-face presentations and event selling
- Proficient with Microsoft Office, Outlook, and related software skills
- Strong time management and organizational skills
- Excellent verbal and written communication skills, exuding a high level of energy and enthusiasm



Traits for Success

- Have a positive attitude and desire to grow a professional career within an organization backed by a world-class training and development program.
- The ability to listen with the intent to understand, implement, and develop high-level communication skills.
- Keen attention to detail, firm conflict resolution, problem-solving, and decision-making skills
- Deep curiosity in working in a learning environment with an open mind to adapt to a fast-paced setting.
- A desire for a healthy competitive environment that celebrates personal success, colleagues' success, and department/organizational success.
- The ability to create, nurture and maintain productive, positive relationships through strong communication and interpersonal skills.
- Demonstrates a solid ability to manage one's own time and prioritize tasks when given clearly defined goals and objectives

Travel Requirements

May be required to travel on rare occasions (<5% travel); trips may require air travel and/or overnight stay for one or more nights.

Salary Range

\$15/hr - \$20/hr

Work Environment

Works primarily in an office environment but is expected to attend games and other events on evenings, weekends and holidays.

We are an Equal Employment Opportunity (“EEO”) Employer. It has been and will continue to be a fundamental policy of the Company not to discriminate based on race, color, creed, religion, gender, gender identity, transgender status, pregnancy, marital status, partnership status, domestic violence victim status, sexual orientation, age, national origin, alienage or citizenship status, veteran or military status, disability, genetic information or any other characteristic prohibited by federal, state or local laws.