

**Based at:**

PPG Paints Arena, 1001 Fifth Ave, Pittsburgh, PA 15219

Summary:

The Pittsburgh Penguins are seeking highly motivated and dedicated sales candidates to work within its fast-paced Ticket Sales Department. The New Business Representative is responsible for selling new season, group, and premium options for Penguins home games, premium inventory to non-hockey events at PPG Paints Arena, managing existing accounts, working Penguins home games and Season Ticket Holder events. You are expected to deliver an enhanced fan experience by building strong relationships and providing excellent customer service through customized communication and tailored benefits to match the needs of each customer.

Job Responsibilities:

- Make outbound sales calls to primary and secondary market purchasers, lapsed season ticket holders, and other assigned leads
- Bring a positive attitude and relentless work ethic to the office each day
- Develop personal relationships and a deliver customized service experience that builds fan loyalty
- Continuously look for ways to develop and grow new and existing customer relationships through seat visits, prospecting, referrals and other ticket sales initiatives (sales booths, in-house events and off-site community events)
- Work games and events beyond normal business hours in support of ticket sales objectives
- Log touchpoints with clients and prospects in CRM and Archtics ticketing systems
- Assist the Ticketing Department with other tasks as assigned

Skills and Experience:

- Highly motivated with a desire to work in sports
- Bachelor's degree required
- Excellent written and verbal communication skills
- Proficiency with Microsoft Excel and Outlook
- Ticketmaster (Archtics) knowledge preferred but not required
- Working knowledge of Microsoft Dynamics
- Sales experience preferred

Requirements: Candidates must be available to work evenings, weekends and occasional holidays.

Compensation: Representatives will be paid a salary plus commission based on sales.