

**Senior Sales Consultant – San Francisco Giants**

**Location:** Remote or National Sales Center, Atlanta, GA 30309

**Who We Are & What We Are About:**

Aspire is committed to fostering, cultivating and preserving a culture of diversity, equity and inclusion. Our human capital is our most valuable asset, and we embrace and encourage our employees' differences.

Recently recognized by *Forbes* as one of the Top 10 Best Places to Work in Sports, Aspire is a global sport and entertainment marketing firm that created the outsourced Ticket Marketing, Sales and Service niche, revolutionizing the world of sport and in particular United States Intercollegiate Athletics. As industry leaders, we strive to create the best practices of tomorrow that we call "Next-Practices" within our strategic consulting and research; ticketing, marketing and revenue enhancement; and sports investment optimization capabilities. The implementation of "Next Practices" and the Raise Your Game Executive Development Program raises industry standards through outstanding training, development, and coaching. We produce industry leaders, excellent employees, and winning teams that are dedicated to developing long-term relationships, providing strategic expertise and resources that will take our partners to the next level. For more information, please visit our website at [www.theaspiregroupinc.com](http://www.theaspiregroupinc.com).

**Raise Your Game Executive Development Program:**

At The Aspire Group, commitment to our clients is matched by an equal commitment to our staff. The Raise Your Game Executive Development Program is designed to accelerate Aspire's Sales and Service Consultants into management positions. The Aspire Group provides career growth opportunities by preparing staff with a foundation in Ticket Marketing, Sales and Service, Sales Management, Sport Business Management and Life Skills. The Raise Your Game Executive Development Program is recognized as one of the most progressive management training programs in the sport industry.

**Partnership:**

The San Francisco Giants and The Aspire Group have formed a relationship to combine leadership support, progressive strategies and distinguished execution to provide our fans a professional sales operation. Led by expert professionals that stand at the top of the sales, marketing, and customer service industry, the Giants and its fans will benefit from the commitment to integrity and the superior customer service that we provide. The Giants and The Aspire Group encourage and value a diverse work force and both are equal opportunity employers.

**Position Overview:**

We are seeking a teachable, positive and passionate individual who is committed to becoming a sports sales industry leader. The associate should be passionate about and committed to preserving a culture that encourages, supports, and celebrates the diverse voices of our employees.

Senior Sales Consultant will primarily be responsible selling Season and Group Ticket Packages and Suites, as well as assisting with training, system questions, sales approaches, and new hire assimilation. Sales will be generated primarily from outbound phone calls, and in some cases face-to-face meetings or presentations will be made. Day-to-day leadership and mentoring of this position will be provided by the Aspire Leadership. Consultants will receive the tools, programs, and systems necessary to "BE GREAT".

**Essential Duties & Responsibilities:**

- Be prepared to sell on behalf of the Giants and The Aspire Group and act as a mentor to less experienced Sales Consultants
- Perform outbound calls to sell Season and Group Ticket Packages, Suites, and other seating as assigned.
- Make 80-100 outbound calls per day.
- Provide superior customer service to Giants customers.
- Meet or exceed weekly and monthly sales goals while exceeding client expectations in value and customer service.
- Assist in orientation of new Sales Consultants and focus on improving the sales performance of existing staff by assisting in training, sharing sales tips and best practices, answering questions etc.
- Manage pipeline of prospects, implementing strategies to maximize sales including text and email.
- Service inbound ticket sales phone line and web forms to answer general fan questions and sell ticket packages as requested.
- Maintain computerized records of all prospects and customers within the database.
- Flexible work schedule.
- Additional responsibilities as assigned by Director.

**Qualifications & Requirements:**

- (2) years of successful selling in professional sports is required.
- Desire to grow a career in the sports and entertainment industry.
- Computer proficient (Microsoft Word, Excel, Outlook).
- Previous customer service or retail experience a plus; display a genuine desire to help.
- Bachelor's degree is preferred but not required.
- Excellent communication, presentation and listening skills with a high attention to detail.
- Professional approach that results in a level of trust and respect with internal stakeholders.
- Team-first attitude that ensures Giant's goals are achieved.
- Ability to encourage collaboration, flexibility, equity and inclusion that enables colleagues to contribute to their full potential, feel valued, and supported.
- Ability to work well with others and comfortable taking initiative.
- Availability to work variable hours, as needed or requested by the Giants.
- Willingness to relocate for potential growth opportunities in the future.

**Compensation:** Competitive base salary with the opportunity to earn commission upon meeting or exceeding sales goals. Competitive benefits package including medical, dental, vision, other voluntary health benefits and 401k.