

The Dallas Mavericks are seeking high-character individuals who are passionate about becoming sales leaders in the sports industry. The **Sales Associate** will focus on selling full and partial season ticket memberships, group tickets, premium seats, and nightly suite rentals. Reporting to the Manager of Inside Sales, you will be consistently trained by the Mavs leadership team.

The position is entry-level and will have a focus on career and personal development to help you advance in the sports sales industry.

Responsibilities:

- Responsible for selling full and partial season memberships, group tickets, premium seats, and nightly suite rentals
- Meet outbound call and touchpoint expectations to help generate new ticket sales
- Continuously develop new relationships through prospecting, sales tables, seat visits, and off-site and in-arena events
- Schedule and execute face-to-face meetings both out of the office and in the arena, or virtual meetings if appropriate
- Provide excellent customer service to all prospects, clients, and fans throughout the arena and at other Mavericks events
- Positively contribute to the sales team culture by being a team player and collaborating with internal and external resources
- Maintain accurate and detailed records of clients and prospects in the CRM system
- Be committed to continual education of the sales process and implementing strategies from training into daily sales efforts

Requirements:

- Bachelor's degree in a related field or equivalent job experience
- Excellent verbal and written communication skills
- Highly motivated, self-driven person with a desire to excel in sales
- Must be coachable and willing to learn while bringing a consistent positive attitude
- Ability to function in a fast-paced environment
- Ability to work flexible hours, including nights, weekends, and holidays

The Dallas Mavericks provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.