



## **Job Description – Inside Sales Representative**

**Job Title:** Inside Sales Representative  
**Department:** Ticket Sales and Services  
**Location:** Dodger Stadium, Los Angeles, CA  
**Reports to:** Director, Inside Sales

### **JOB SUMMARY:**

The Los Angeles Dodgers are committed to excellence both on and off the field, and our Inside Sales Program is the foundation of establishing success off the field. The Los Angeles Dodgers are currently looking to fill our Inside Sales program with hard-working, coachable individuals who have a passion to grow a career in sports sales. The Inside Sales Representative will be responsible for selling of season tickets, partial plans and group tickets for the 2019 season. This is a program that will equip each Inside Sales Representative with the training and development platforms necessary to grow personally and professionally.

### **RESPONSIBILITIES:**

- Full menu ticket sales consultant, responsible for generating revenue through full season, partial season and group ticket packages.
- Establish and develop strong sales skillset – guiding the consumer through a memorable buying experience and closing the sale based off individual or corporate needs.
- Execute 80-100 calls on daily basis, focused on building rapport and generating face-to-face appointments.
- Set and execute face-to-face sales appointments either at Dodger Stadium or at prospects office, with goal of learning and understanding the prospects needs, making a strong recommendation and closing the sale.
- Efficiently manage targeted sales campaigns by adhering to and utilizing established touchpoint process.
- Be extremely coachable and open to constructive feedback from all members of the leadership team.
- Willingness to go above and beyond to ensure world class customer service for each client from point of sale through game day experience.
- Meet and exceed designated annual and monthly sales goals developed by sales leadership team.
- Come in and contribute to a results-driven culture, where reps are continuously striving to learn and develop their skill set, while also encouraging teammates and building a work-hard, family-like atmosphere.
- Have a drive and commitment to grow personally and professionally on a daily basis.
- Become an extension of the Dodgers brand through your representation 24 hours a day, 7 days a week, 365 days a year.
- Perform additional duties as assigned by Ticket Sales & Services leadership team.

### **QUALIFICATIONS:**

- Bachelor's Degree, Business or Sport Management preferred.
- Ability to communicate effectively and persuasively.
- Ability to manage numerous accounts and follow a sale from conception to completion.
- Ability to handle heavy volume phone activity.
- Possess excellent organizational, interpersonal and time management skills.
- Ability to work a varied schedule including evenings, weekends and holidays.
- Has shown the ability to be flexible, adaptable, coached while focused on improving personal craft.
- Demonstrated hard work, optimism, accountability, professionalism, and integrity.
- Willingness to buck the status quo and accomplish unprecedented results, while striving to become the best in class in all of sports.