

Assistant Athletics Director Ticket Sales & Operations
Georgia Southern University Athletics | Statesboro, GA

Who We Are: Taymar Sales U. specializes in ticket sales and services for colleges and sports teams. Taymar Sales U. is hiring top talent to be a part of a fast-paced, dynamic environment with quick career growth and daily development opportunities through easy accessibility to senior management. Members of our team possess a desire to be a part of a growing industry and company that is on the ground floor of changing how college athletics drives revenue and increases fan attendance.

Position Overview: Assistant Athletic Director Ticket Sales & Operations position will be responsible for the overall leadership & management of all aspects of ticket revenue generation for the Georgia Southern Athletic Department. Responsibilities include, but are not limited to, oversight of all operations and ticket sales, daily reporting and deposit of ticket revenue, priority seating, customer service and personnel functions of the ticket office. This position will work closely with the Athletics Department Executive team while providing direct oversight of the General Manager of Ticket Sales.

Responsibilities:

- Direct oversight of all ticketing & operations strategy and execution for all ticketed athletic events at Georgia Southern.
- Manage, oversee and reconcile budget for Athletic Ticket Office
- Oversight of the Ticket Operations vertical within Taymar Sales U.
- Initiate and Execute ticket system builds within Paciolan for GSU.
- Create and develop ticket prices and procedures for all ticketed sports: Football, Volleyball, Men's and Women's Soccer, Men's and Women's Basketball, Baseball and Softball.
- Develop & Implement ticket sales goals.
- Generate reports and track overall ticketing revenue pace towards goals.
- Work effectively under pressure in a fast-paced environment to produce accurate results.
- Maintain a positive working relationship with all internal & external units of the department and University to ensure a positive event experience for customers.
- Implement, manage and build strategies and set up for third-party integrations. (Fevo, Dynamic Pricing Partners, Experience, ParkHub, StubHub, Arms, ect.).
- Provide leadership and direction to operations, customer service and sales team.
- Create and develop game-day planning to ensure customers, fans and guests have enjoyable experiences as it relates to ticket, parking and premium seating operations.
- Serve as liaison with Athletic Foundation, overseeing and managing sales, reconciliations, operations and software set-up for the Athletic Foundation.

Qualifications:

- Thorough knowledge of ticket office operations and procedures.
- Experience in intercollegiate athletics ticket sales and operations with successful results.
- Supervisory experience in event ticketing with proven leadership in past roles.
- Efficient in managing software/technology. Specifically in Paciolan, Fevo, Experience & ParkHub, ect.
- General knowledge and understanding of sales and marketing concepts.
- Effective communication (oral, written and interpersonal) skills.
- Demonstrated organizational and time management skills.
- Ability to be a self-starter and work independently.
- Ability to work various hours including nights and weekends.

Compensation: Competitive

Offers are contingent on a satisfactory background check.