

Direct Sales Representative (Full-Time)

SUMMARY OF RESPONSIBILITIES:

Are you looking for a new and exciting opportunity to work with the best fans in baseball? Are you trying to break into a promising sales career in the sports industry? We are waiting on you to apply today! The St. Louis Cardinals Direct Sales Representative (DSR) Program gives a DSR the opportunity to grow in their career in sports through sales and providing excellent customer service on behalf of the organization. If chosen, you are responsible for selling Season Ticket Plans, specialty Packs, All-Inclusive, Individual and Group Tickets, as well as providing stellar service to existing and prospective customers. This is an entry level position which provides extensive training. The position is expected to begin in January 2024, and is a one-year program. The opportunity of a second year could be made available prior to the conclusion of the first year. You are expected to have open availability to work nights, weekends, and holidays as needed.

As a DSR, you will serve as the front line for our fans and as one of our primary facets of communication with them. You will be responsible for generating incremental revenue by building strong, positive relationships with our fans. Take the next step closer to "Baseball Heaven" and become a DSR today.

NOTE: Candidates are required to include a cover letter with their resume. Please be sure to attach a cover letter along with your resume prior to submitting your application.

ESSENTIAL FUNCTIONS OF THE JOB:

- Offer various ticket options through daily outbound and inbound phone calls and email leads
- Actively prospect and research new sales leads
- Work in tandem with the Season Ticket, Premium, Theme, and Group Sales departments to establish a seamless transition from sales to service
- Build relationships by conducting meetings with customers face-to-face, during phone conversations and via email
- Collaborate with Ticket Services to respond to customer inquiries and resolve customer issues
- Assist with game day responsibilities at all home games including pregame entertainment, customer visits in suites and all-inclusive areas, and other excellent opportunities to interact with fans
- Perform additional responsibilities as assigned to assist in the success of the Ticket Sales Department and the organization

EDUCATION AND EXPERIENCE REQUIRED FOR PROGRAM:

- Completion of Bachelor's Degree
- Experience in sports or sales industry at college level and/or minor/major league level
- Strong written and verbal skills
- Ability to work on a team
- Ability to multi-task
- Available to work flexible hours

- Proficient computer skills (Microsoft Office, Outlook, etc.).
- The commitment to learn and grow professionally within the industry

EDUCATION AND EXPERIENCE PREFERRED FOR PROGRAM:

- Bachelor's Degree in Business, Marketing, Sports Management, or related field preferred
- Ticketing system experience is preferred
- 1+ years of experience in sports industry at college level and/or minor/major league level
- 1+ years of experience in a service based role
- Past experience navigating CRM