

Description:

The Arizona Diamondbacks are seeking a positive and passionate individual that is committed to becoming an industry sales leader. This position requires participation in a 12-24 month career growth-oriented sports sales development program which focuses on developing the skills needed to become a full menu sales professional. The intent of this program is to expand the New Business Consultant's abilities to a level that will merit consideration for a promotion to a senior position within the sports industry following successful completion of the program. The responsibilities include selling season tickets, partial season ticket plans, group tickets, single game luxury suites and other premium inventory. Revenue will be generated via phone (outbound and inbound calls), email marketing, face to face presentations, ballpark tours and out-of-office appointments.

Responsibilities:

- Sell new full season tickets, partial season ticket plans, group tickets and single game luxury suites
- Make 100 outbound touchpoints daily
- Set appointments, show seats, and give ballpark tours with the intent to close business
- Answer incoming single game calls with the ability to up-sell callers into packages, groups, and suite rentals
- Work games, nights, weekends and holidays as assigned (i.e. answer phones, work sales booths, visit clients)
- Represent the organization at in-house ballpark events and off-site community events promoting tickets
- Prospect and qualify all potential sales opportunities in addition to the leads you are provided
- Maintain computerized records of all season ticket customers and prospects with our CRM system
- Provide excellent customer service to prospects and current clients over the phone and at games
- Assist customer service efforts (mailing invoices, tickets, etc.)
- Attend weekly meetings and role-play sessions
- Meet or exceed weekly and monthly sales goals

Qualifications:

- Bachelor's degree in Business, Sports Management, Marketing or related field
- Strong organizational and communication skills
- Excellent customer service skills
- Must be able to work a flexible schedule, which includes home games, nights, weekends and holidays as assigned
- Desire to be an industry sales leader
- Ability to work as a team player
- Ability to present sales material to potential clients
- Proficiency in basic computer software programs
- Commitment to personal integrity
- Open to learning