

Who We Are: Taymar Sales U. specializes in ticket sales, sponsorship sales and ticket operations services for 23 college athletic departments and sports teams. Taymar Sales U. is hiring top talent to learn the revenue generation side of the sports business, and be a part of a fast-paced, dynamic environment. Members of our team will be provided with career growth opportunities and daily development through easy accessibility to senior management. Be 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: Taymar Sales U., The University of North Dakota and Ralph Engelstad Arena have entered into a relationship to oversee all ticket sales strategy and execution for North Dakota Athletics. The Director of Ticket Sales position will be responsible for building a comprehensive strategy to lead and manage all aspects of ticket revenue generation for North Dakota Athletics and Ralph Engelstad Arena. This role will play a key role as a leader within both Taymar Sales U. and North Dakota Athletics, and be tasked with building, deploying and overseeing a comprehensive, year round ticket sales strategy for the athletics department. This role will also be charged with recruiting, developing and coaching a high achieving ticket sales Account Executive. The successful Director of Ticket Sales will act as an ambassador for North Dakota athletics and Ralph Engelstad Arena, and be a key member of the senior revenue generation staff within the department.

Responsibilities:

- Direct oversight of ticket sales strategy and execution for all five ticketed athletic events including Hockey, Men's Basketball, Women's Basketball, Football and Volleyball.
- Develop comprehensive sales campaign plan in the areas of new season tickets, group sales and retention.
- Work closely with department CFO and other senior administration within the athletics department and Ralph Engelstad Arena to outline a winning revenue strategy and provide clear progress updates.
- Direct oversight & leadership of Account Executive team, including goal setting and professional development.
- Develop a plan and strategy to incentivize and increase ticket utilization and redemption to increase overall attendance on already purchased tickets.
- Exceed all Ticket Sales revenue goals determined by senior management.
- Recruit, Train & Develop a ticket sales Account Executive to meet and exceed ticket sales goals,
- Initiate and Execute ticket sales results for Group Sales, New Season Ticket Sales and Renewal campaigns.
- Oversee and deploy digital marketing strategies to increase sales and lead generation.
- Work closely with Athletics Department senior staff to determine ticket pricing, benefits and programming.
- Develop & implement ticket sales goals.
- Work in the assigned on campus location
- Generate reports and track overall ticketing revenue pace towards goals.
- Represent athletics program and University with the highest integrity.
- 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.
- Report directly to the President of Taymar Sales U along with the Ralph Engelstad Arena CFO on a day to day basis.

Qualifications:

- 4+ Years experience in a Sports Ticket Sales role, with 1+ year in a ticket sales managerial position preferred.
- Thorough knowledge of ticket sales strategy, operations and procedures.
- Experience in intercollegiate athletics ticket sales and operations with successful results.
- 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.
- Strong work ethic, positive attitude, integrity, communication skills, and desire & ability to learn in a fast paced, highly competitive industry

We are an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status, or any other characteristic protected by law.