

Inside Sales Representative – Seasonal – St. Louis Blues (St. Louis, MO)

Position Overview:

An Inside Sales Representative is responsible for generating new revenue, servicing new accounts, creating new ideas to increase ticket sales, and performing basic office functions, as needed. This is an entry level position and is ideal for someone looking to start their career in sports. Your goal in this position will be to produce ticket sales revenue and earn a promotion within the organization. A full-time sales position may be available upon a successful completion of the program.

Tasks and Responsibilities:

- Sell St. Louis Blues ticket packages including season tickets, season ticket waitlist deposits, group tickets and suites
- Sell groups and suites, when applicable, to non-Blues events at Enterprise Center
- Generate new business with existing customers, prospects, and corporations
- Execute a high volume of outbound calls daily with the goal of finding a solution for the customer via season, suite, group, and partial plan ticket packages
- Conduct face-to-face appointments to close new business
- Target new businesses in the St. Louis area via prospecting
- Attend networking events to expand your footprint in the Greater St. Louis area
- Meet or exceed assigned sales goals for all ticket products and/or promotions
- Maintain complete and accurate records of all ticket products sold to customers
- Service inbound sales line, as needed
- Work Blues home games and events to support ticket sales and other promotional initiatives
- Participate and contribute to weekly sales team meetings and training sessions
- Upgrade, up-sell, and cross-sell clients into different packages
- Ability to work well within a team environment, yet comfortable completing tasks independently
- Demonstrate flexible and efficient time management skills with the ability to prioritize workload
- Other duties as assigned by the Manager, Inside Sales

Required Knowledge/Skills/Job Qualifications:

- Bachelor's degree from a four-year college or university (sport management or business-related field preferred)
- Prior sales experience is preferred, but not required
- Strong passion or desire to work in the sports industry
- Excellent communication skills, both written and oral
- Manage multiple relationships well
- Ability to work days, nights, weekends and holidays
- Detail oriented and organized
- Assertive, competitive, and committed
- High energy and positive attitude
- Effective time management skills
- Customer Service oriented
- Computer savvy