



## **TICKET SALES INTERNSHIP POSITION**

### **JOB DESCRIPTION**

The Norwich Sea Unicorns are searching for an enthusiastic, motivated, sales-oriented candidate to join us for the 2025 season. If you are looking to launch your career in sports and have a passion for sales, we encourage you to apply.

This position will work closely with the Director of Group Sales and Director of Business Development along with the rest of the Sea Unicorns Front Office Staff and be an integral part of a successful 2025 season. This part-time internship will run from roughly May 15<sup>th</sup> to August 15<sup>th</sup> and entails approximately 30-40 hours per week. These dates are subject to change.

### **MAIN DUTIES**

- Make daily phone calls/emails to potential clients
- Sell Norwich Sea Unicorn products to a range of prospective buyers and help to provide service after the sale
- Strategize with sales representatives to find the best practices for selling season long packages, groups, individual and corporate accounts
- Learn and keep an active record of all sales and selling activity in our CRM system, SCORE
- Learn how to operate our sales software, TicketReturn
- Coordinate with the Director of Group Sales to contact every group on gameday and ensure that they are having a positive customer experience
- Participate in gameday meetings to discuss sales goals, leads and strategies to grow attendance

### **SKILLS AND QUALIFICATIONS:**

- Strong communication and customer service skills
- Must have a strong interest in sales or ticket sales related field
- Organized, hardworking, and capable of working in a fast-paced environment
- Passion for creating memorable experiences for all
- Ability to provide your own transportation to the stadium