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Sales, Service, & Marketing: Ticket Sales

**Ticket Sales Associate (Seasonal) - Los Angeles Sparks (Los Angeles, CA)**



**SUMMARY:** The Los Angeles Sparks, entering their 15th Season in the WNBA, are looking for enthusiastic, dedicated, self-motivated individuals to join their inside sales team. The primary focus for this position is to sell group tickets and season ticket plans, and other assigned ticketing programs as needed throughout the course of the season. This position is hourly plus a generous commission.

**ESSENTIAL DUTIES AND RESPONSIBILITIES:**

- Generate revenue through the sales of group and season tickets
- Meeting or exceeding weekly and monthly sales goals
- Cold-call new sales leads to generate sales
- Conduct appointments with prospective clients
- Maintain detailed records of clients and prospects
- Provides phone support and follow-up of ticket sales marketing campaigns
- Staffs sales tables at various games and events
- Other duties as assigned

**Knowledge and Skills**

- Exceptional work ethic, strong desire to succeed, eagerness to learn, professionalism, ability to multi-task, and a passion for the sports industry.
- Possesses a friendly and professional telephone manner
- Strong verbal and listening skills
- Strong desire to start a career in the sports industry
- Works well in a team environment
- Demonstrates a positive and professional attitude at all times
- Ability to maintain a flexible work schedule (evenings and weekends)

College Degree and knowledge of Los Angeles/Southern California area preferred

**Note:** When you apply for this job online, you will be required to answer the following questions:

1. Yes/No: Are you looking for a career in Sports?
2. Yes/No: Do you have any prior sales experience?
3. Yes/No: Are you able to work evenings and weekends?

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