

INSIDE SALES ASSOCIATE

Position: Inside Sales Associate



Reports to: Manager, Ticket Sales & Service

Summary: Texas Tech Athletics are seeking highly-motivated, passionate and dedicated individuals to sell full season, partial season and group tickets. This is a student position in which associates will be responsible for an individual goal and top performers will be considered for growth opportunities. This position is designed to build a career foundation for ambitious individuals looking to make an impact in the sports industry.

Job Responsibilities:

- Generate revenue through the sale of new full season, partial season and group ticket clients through daily outbound phone calls and emails to past individual game buyers and prospects
- Meet call requirements and achieve defined sales goals as set by the Manager of Ticket Sales & Service
- Proactively prospect and research new sales leads
- Provide excellent customer service and generate repeat business and referrals
- Maintain accurate and detailed records of all current clients and prospects within our CRM system
- Assist at home games and other special events as required
- Work in tandem with the various other departments and serve as a positive and professional representative of Texas Tech Athletics

Skills and Attributes:

- Highly motivated with a desire to be successful in the sport industry
- Ability to excel in high pressure, competitive team environment
- Positive attitude and strong work ethic
- Self-starter and comfortable making cold calls
- Excellent verbal, written and listening communication skills
- Ability to organize and multi-task effectively
- Consistent and punctual attendance
- Proficient computer skills including experience with MS Office products such as Word, Excel and Outlook as well as ability to learn and master new software programs

Questions:

- Do you have any previous sales experience? Yes/No
- Are you available to work flexible hours including nights and/or weekends when necessary? Yes/No

Length of Employment: Expires on or around the end of the fall semester

Compensation: Hourly pay

Hours per Week: Up to 20 hours per week which may include some evenings and weekends