



Ticket Sales Manager

The TSM is responsible for driving ticket sales revenue by selling season tickets, multi-game packages, and group ticket packages to businesses, individuals and local groups and organizations. The TSM will: set meetings for inside and outside appointments, plan and manage promotional events and prospect at Utah Warriors and external events.

The ticket sales manager is expected to deliver exceptional customer service, maintain accurate records, and represent Rugby Utah Ventures, and the Utah Warriors Brand exceptionally in an outward facing role.

Responsible for:

- Developing a ticket sales packages and plans
- Selling season tickets, multi-game packages, and group ticket packages through:
 - Outbound sales efforts, prospecting, networking, lead generation and referral gathering
 - Generating in and out of office sales meetings to generate new business opportunities
- Providing customer service to season ticket holders, group ticket buyers and others
- Creating and implementing sales strategies and programs to generate new sales opportunities

Requirements:

- 4-year college degree
- Strong Organizational and time management skills
- Excellent communication and customer service skills
- Ability to work independently in a fast-paced environment
- Proficient in basic computer skills (Microsoft office, google suite, basic CRM systems)
- Ability to work flexible hours
- Ticket sales experience a plus