



Promotions & Group Sales Internship

The Rochester Honkers are in search of an undergraduate student or recent graduate to serve as a **PAID** Promotions & Group Sales intern for the 2021 season. This internship is available to an individual wishing to pursue a career in sports management with an emphasis in in-game promotion and group sales. Modeled after working in minor-league and professional sports, Honkers interns will acquire real-time working experience in a fast-paced and professional environment while having an unforgettable summer at the same time!

Internship dates: Mid-May through the second week of August, with the possibility of playoffs

Stipend: Negotiable based on experience

Duties of the internship may include, but are not limited to:

- Creating and implementing new and exciting on-field promotions for pre-game, between innings and post-game usage
- Creating and executing planned promotional nights at the ballpark, including planning decorations, props and other material needed for execution
- Ensures fan interaction before, during and after games to increase ballpark atmosphere
- Ensure that in-game promotions vary and are in the game script on a nightly basis for smooth game presentation
- Research and prepare new music to be played pregame and to accompany in-game promotions to keep the fan experience fresh and up to date
- Potential to be serve as team's on-field emcee and in-game host
- Potential to assist in planned event management at the ballpark and team outings
- Creation of proof of performance packages to present to team partners and sponsors throughout the season
- Make outgoing and receive incoming calls with an emphasis on group sales to increase attendance and sales
- Working directly with the Online Ticketing System by conducting over-the-phone, online and in-person ticket orders
- Contacting previous ticket purchasers to obtain information to assist in future ticket sales
- Organization of pre-purchased over-the-phone, online and contract orders

Required Skills:

- Pursuit/possession of a degree in sports management, sales or a related field preferred
- Energetic "can-do" attitude with a willingness to learn and work as part of a team
- Excellent communication skills (phone, verbal, and written) and listening skills
- Upbeat, interactive and engaging personality is required
- Strong time management abilities and the ability to multi-task is required
- Strong computer skills
- Knowledge of the game of baseball

Application Instructions: Please email **your resume, cover letter and references** to General Manager Jeremy Aagard at jeremy@rochesterhonkers.com.

All interns are expected to work outside of their "internship position" to do what it takes to assist the Honkers in ALL aspects of operations and will be called on to assist and take on many duties and responsibilities. Internship hours can be extremely non-typical of a "work day" including both nights and weekends.