



Ticket Sales Internship

The Rochester Honkers are in search of an undergraduate student or recent graduate to serve as a **PAID** Ticket Sales intern for the 2021 season. This internship is available to an individual wishing to engage in the ticket sales process and will gain valuable sports sales experience. 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: To be determined, based on the successful candidate's schedule (availability in both spring semester and summer season strongly preferred)

Stipend: \$1,500 for the duration of the internship

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

- Sales of group, flex plan, single-game and season tickets to new and returning fans
- 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
- Organizing, managing and distributing pass lists for front office, staff and opposing teams
- Preparing ticket booth for Honkers home games, including maintenance, set-up and breakdown
- Providing a high level of customer service to all ticket accounts
- Game day operations, including but not limited to ballpark setup, teardown and other extraneous duties
- General office duties

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.

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
- Strong computer skills and time management abilities
- Knowledge of the game of baseball preferred

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