



Group Sales and Fan Experience Internship

The Rochester Honkers are in search of an undergraduate student or recent graduate to serve as a **PAID** Group Sales and Fan Experience intern for the 2022 season. This internship is available to an individual wishing to pursue a career in retail and merchandising. 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: \$1,100 for the duration of the internship

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

- 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 and fundraising initiatives 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 and delivery of pre-purchased over-the-phone, online and contract orders
- Create welcome placards for groups at the ballpark for each night
- Oversee community engagement efforts by maintaining and expanding Honkers reading program
- Maintaining and management of office retail store and stadium souvenir stand, including visual merchandising, pricing, tagging, organizing, stocking and inventory control
- Game day souvenir stand management, including setup and breakdown pre/postgame
- Process online, phone, and walk in orders of both merchandise and ticket sales
- Work with retail outlets in ordering merchandise
- Train souvenir stand game day staff in cash register operation, visual merchandising and sales
- Provide a high level of customer service to all customers and fans
- Game day operations, including but not limited to ballpark setup and teardown, pulling tarp, and other extraneous duties
- General office duties

Required Skills:

- Past experience in sales and/or retail and management preferred, but not required
- 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

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.

HONKERS 2022 INTERNSHIPS

- 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.

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