

Group Sales Intern | Waterloo Bucks

BACKGROUND:

The Waterloo Bucks were established in 1995 and play their home games at Riverfront Stadium. The Waterloo Bucks are a member of the Northwoods League, which is the proven leader in the development of elite college baseball players and is the largest organized baseball league in the world with 22 teams, drawing significantly more fans, in a friendly ballpark experience, than any league of its kind. The Waterloo Bucks are owned by the Cedar Rapids Ball Club Inc. which also owns the Cedar Rapids KERNELS.

JOB DESCRIPTION:

This position is a Full-Time paid Internship, beginning on April 1, 2024 and runs through mid August. This internship will be responsible for selling groups and tickets for the Waterloo Bucks but will work out of the Cedar Rapids KERNELS office, in Cedar Rapids, IA. Travel to Waterloo is necessary for the required games/activities. This position will also receive commission based on sales made, in addition to their base pay.

Responsibilities:

- Sell & execute group outings and ticket packages with a focus on Groups of 15-250+ people, daycares, senior homes & other non-business sales
- The main emphasis will be selling over the phone
- Be organized and keep records of sales calls and ticket sales
- Start the process of booking groups and effectively communicate with the Group Sales Supervisor to complete booking.
- Assist with Waterloo Bucks games, and events in Waterloo as needed; should be prepared to work 60+ hours a week during the season
- Required Game Days: Expect to work in the Cedar Rapids office until Noon. Intern will then head to Waterloo to assist with pregame tasks and will continue to assist with various jobs until game ends.
- During the game you may be responsible for working the following assignments: souvenir store, on-field activities, ticket booth/will call, guest services, and other duties assigned
- Non-Game Day: 9:00am – 5:00pm in the Cedar Rapids Office
- Expect to work weekends throughout the months of May-August
- Be flexible and willing to help out as needed with the Waterloo or Cedar Rapids club

Qualifications: Individual should have a genuine interest in gaining sales experience in the sports industry. The ideal candidate must have experience working with Microsoft and Outlook programs and a willingness to learn. Must be able to work long hours and weekends. Also requires excellent customer service skills, ability to achieve sales goals, and be a team player.

Please send resumes to:

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