

# TICKET SALES & MARKETING COORDINATOR

The Wausau Woodchucks are seeking qualified individuals to join the Front Office as a Ticket Sales & Marketing Coordinator. This position will assist with community focused ticket sales, group ticket sales, and marketing partnership fulfillment. This position will bring in revenue throughout the season by maintaining and renewing existing group ticket accounts, helping area organizations and businesses plan successful Woodchucks outing experiences. You will also be responsible for the successful fulfillment of sponsorship assets, ticket-related programs, and community initiatives and activations. The Ticket Sales & Marketing Coordinator will work directly with the General Manager and Assistant General Manager.

## Responsibilities Include:

- Selling group tickets and hospitality packages.
- Sell all other ticket packages including full and partial plans.
- Work with all accounts to help them market their Woodchucks outings to their guests
- Connect with local organizations in order to share the Woodchucks experience with them and get them to a game.
- Effectively follow up with clients and prospective clients to build relationships to help provide repeat business and to meet excellent customer service requirements.
- Gather, plan, execute, and track contractual elements for each corporate partner
- Cultivate dynamic working relationships with current and prospective sponsors, group ticket buyers, and community partners
- Assist staff with creation of partnership proposals
- Be day-to-day contact for several current corporate partners
- Other duties assigned

## Required Skills:

- Previous customer service experience
- Strong verbal communication, computer and math skills
- Must be self-motivated, organized, and have great attention to detail
- Ability to be decisive and problem solve in high pressure situations
- Ability to multi-task
- Proven Organizational Skills
- Previous ticketing experience a bonus

The Wausau Woodchucks are located in Wausau, WI and are a part of the Northwoods League. To apply, please email a cover letter and resume to: [jobs@woodchucks.com](mailto:jobs@woodchucks.com)

Wausau Woodchucks  
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