

## **Ticket Sales Academy Internship: FC Tulsa**

Local applicants preferred

### **Overview:**

Students will be put through a sales training process gaining in-depth knowledge of ticket sales by working with FC Tulsa selling season and group tickets. The goal will be to prepare students to be ready to enter the sports industry with experience and the necessary skills to set them up for a successful career. Trainees will have FC Tulsa mentors to help them during the training and will have training by experienced sports professionals.

### **Skills Learned:**

- Prospecting Clients
- Calling Clients
- Face-To-Face Communications
- Developing Professional Relationships
- Customer Service
- Ticket Sales (Season, Group, Renewals)
- Emailing Clients
- Building and managing a sales pipeline
- CRM and Ticketing Software experience

### **Expectations:**

- High energy and positive attitude
- Desire for learning and professional development
- Strong work ethic

### **Compensation:**

- Students will be paid a commission on tickets sold

### **Hours:**

- Students will be asked to work 20-30 hours a week. Students will be asked to work home games and some community events.

### **Requirements:**

- Enrolled in an undergraduate or graduate program and eligible for college credit.
- Available 20-25 hours per week, including nights, weekends and game days.

We are an equal opportunity employer and all qualified applicants will receive consideration for the internship without regard to race, color, religion, sex, national origin, disability status, protected veteran status, or any other characteristic protected by law.