



Title: Full Season Sales & Gameday Operations Intern

Reports to: Assistant General Manager & Internship Coordinator

Overall Responsibility:

The Greensboro Grasshoppers, the Class A affiliate of the Pittsburgh Pirates, are looking to fill a Sales Intern position for the spring and summer of the 2025 season. We are eager to find an energetic individual who will help in the sales and general office duties of our professional baseball team. The internship begins part-time in January 2025 and becomes full-time in May, continuing through the end of the 2025 season on August 31st.

Daily Responsibilities:

- **Prospecting & Sales Outreach:** Actively solicit local businesses and organizations for sponsorship, group outings and ticket sales.
- **Client Relationship Management:** Assist in building and maintaining relationships with existing and prospective clients through calls, emails and in-person meetings.
- **Sales Proposals:** Communicate options and coordinate proposals to potential clients.
- **Sales Database Management:** Maintain and update sales records in CRM software (HubSpot) and ticketing systems (TicketReturn).
- **Customer Service Support:** Provide excellent service to clients, answering questions, resolving issues and ensuring satisfaction with their experience.
- **Game Day Operations:** Assist with game-day duties, including hospitality management, overseeing group events and providing support for premium areas like Suites and Party Decks.
- **Event Preparation & Logistics:** Set up and break down of event spaces for corporate outings, special events and picnics; ensure the ballpark is prepared for each game or event.
- **Promotion Support:** Collaborate with the promotions team to develop promotions, assist with social media campaigns and help implement sales-driven marketing strategies.
- **Ticket Sales Assistance:** Assist with individual ticket sales through phone/ online channels and support ticket office operations as needed.
- **Cross-Departmental Collaboration:** Work closely with other departments, such as Promotions, Ballpark Operations, Food & Beverage and Community Relations to achieve sales and organizational goals.

GREENSBORO GRASSHOPPERS

408 Bellemeade Street • Greensboro, North Carolina 27401

336.268.2255 (phone) 336.273.7350 (fax)

www.gsohoppers.com



- **Upholding Standards:** Adhere to the policies and regulations outlined in the Greensboro Baseball, LLC Employee Handbook.
- **Additional Duties:** Handle other tasks as assigned to support the team's sales and operational success.

Qualifications:

- Willing and capable of working the required number of hours for the internship
- Proficiency with Microsoft Office Suite
- Willingness to learn ticketing and CRM software (TicketReturn & HubSpot)
- Teamwork across departments with a wide variety of tasks as necessary
- Positive attitude, patience, and strong communication skills
- Self-starter, comfortable working in an office environment
- Strong teamwork and organizational skills
- Commitment to providing excellent customer service, with an emphasis on accountability and having fun!

How to Apply:

Submit your resume and cover letter to Stephen Johnson at Stephen@gsophoppers.com if interested.

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