Marketing & Ticket Sales Seasonal Internship
Northwest Arkansas Naturals Baseball

The Northwest Arkansas Naturals are seeking an energetic, outgoing, and motivated individual to join our front office as a Marketing & Ticket Sales Seasonal Intern for the upcoming season.

This position offers a well-rounded, hands-on experience in professional baseball, providing opportunities to work across multiple areas of the organization, including marketing, promotions, ticket sales, customer service, community relations, and game-day operations. The Seasonal Intern will work closely with both the Marketing and Sales departments to promote the Naturals, generate ticket revenue, enhance the fan experience, and support the team's community initiatives.

The ideal candidate is an excellent communicator, highly organized, comfortable interacting with people, and eager to take on a variety of responsibilities. Candidates should be adaptable, willing to learn, and excited about representing the Northwest Arkansas Naturals in a positive and professional manner.

Primary Job Responsibilities

Marketing, Promotions & Community Relations

- Assist with planning, coordinating, and executing theme nights, promotional events, and grassroots marketing initiatives throughout the season. Seasonals may be assigned specific theme nights to help lead and oversee.
- Coordinate community relations initiatives, including processing and fulfilling donation requests and overseeing various community programs.
- May perform as the Naturals mascots during community appearances and non-game special events. Seasonals will rotate between mascot performer and handler responsibilities.

Ticket Sales & Customer Service

- Identify, prospect, and cultivate potential customers for season tickets, ticket packages, and group outings
- Make outbound sales calls and conduct customer outreach to prospective group buyers and multi-game ticket purchasers.
- Provide excellent customer service by assisting fans with ticket inquiries, account management, and other ticket-related needs.
- Operate and manage ticketing functions through the Tickets.com ProVenue system and customer accounts through ScoreCRM.

Game-Day Operations

- Assist with supervising Guest Services and/or working in the box office during home games.
- Help oversee and lead the Game Day Internship (GDI) Program, including communicating upcoming events, creating intern schedules, and assigning game-day responsibilities.
- Assist with preparing game scripts and PA books, as well as staffing pre-game and post-game activities and promotional areas.
- Support the execution of between-inning promotions and other in-game entertainment as needed.
- Assist with maintaining a positive and enjoyable fan experience throughout the ballpark.

Qualifications & Preferred Skills

- Strong organizational skills with the ability to multitask and work in a fast-paced environment.
- Excellent verbal and written communication skills.
- Creative, outgoing, and comfortable interacting with people in a variety of settings.
- Previous experience in sales, customer service, marketing, athletics, or event operations is preferred but not required.
- Must be willing to work nights, weekends, holidays, and extended hours as required by the baseball schedule and special events.
- Must be available to complete the entire internship, approximately mid-February through mid-September.

Schedule & Compensation

This is a paid, hourly seasonal internship at **$11 per hour**. Hours will vary throughout the season and will include nights, weekends, and occasional holidays. Interns can expect to work approximately 20–30 hours per week during non-game weeks and up to 40 hours per week during game weeks.

How to Apply

Interested applicants should submit a resume, cover letter, spring 2027 class schedule, and references to:

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