



Title: Sales Intern

Reports to: Assistant General Manager & Internship Coordinator

Overall Responsibility:

The Greensboro Grasshoppers, the Class A affiliate of the Pittsburgh Pirates, are looking for a driven and outgoing individual to join our front office team as a Sales Intern for the 2026 season.

This internship offers a rare opportunity to gain hands-on experience in professional sports, from sales and sponsorship outreach to game day execution and event operations. You'll learn how a Minor League Baseball front office functions, working closely with multiple departments while developing real-world skills in business development, client relations, and live event management.

The internship begins part-time in January 2026 and transitions to full-time in May, continuing through the end of the Grasshoppers' season on August 31, 2026.

Key Responsibilities

Sales & Client Development

- Actively prospect and contact local businesses, schools, and organizations to sell group outings, sponsorships, and ticket packages.
- Build and maintain relationships with existing and prospective clients through calls, emails, and in-person meetings.
- Assist in preparing and delivering sales proposals and presentations.
- Maintain accurate records in CRM and ticketing systems (HubSpot and TicketReturn).

Customer Service & Ticket Operations

- Provide top-tier service to fans and clients by answering questions, resolving issues, and ensuring a positive experience.
- Support the ticket office with phone and online sales, will call management, and walk-up service.
- Learn ticketing software systems and assist in game-day box office operations.

Game Day & Event Operations

- Assist with the setup, coordination, and breakdown of group areas, suites, party decks, and hospitality spaces.
- Manage logistics for corporate outings, special events, and large groups.
- Support the ballpark operations team to ensure all areas are prepared for each game or event.
- Provide direct support to premium guests and groups during games to ensure an exceptional experience.

Promotions & Cross-Departmental Collaboration

- Work alongside the promotions team to help implement sales-driven marketing strategies and social media campaigns.
- Participate in community and sponsor-related events representing the Grasshoppers brand.
- Collaborate across departments — including Operations, Food & Beverage, and Community Relations — to meet organizational goals.
- Adhere to the policies outlined in the Greensboro Baseball, LLC Employee Handbook.

Qualifications:

- Passion for sports, sales, and live entertainment.
- Strong interpersonal and communication skills, with comfort speaking on the phone or in person.
- Highly organized, detail-oriented, and self-motivated.
- Willingness to learn CRM and ticketing systems (HubSpot and TicketReturn).
- Team-oriented attitude with the ability to handle multiple responsibilities.
- Proficiency with Microsoft Office Suite.
- Available to work evenings, weekends, and holidays as required by the game schedule.
- Commitment to providing exceptional customer service and creating fun, memorable experiences.

What You'll Gain

- Real-world experience in sports sales, customer relations, and live event operations.
- Hands-on training in CRM systems, ticketing software, and professional communication.
- Networking opportunities with local businesses and community partners.
- Mentorship from front office staff and exposure to multiple areas of a Minor League Baseball organization.
- A strong foundation for future careers in sports business, sales, or marketing.

How to Apply:

Send your resume and cover letter to Todd Olson Todd@gsophoppers.com with the subject line "Sales Internship Application – 2026 Season."