



CAROLINA MUDCATS BASEBALL CLUB
1501 NC 39 Hwy, Zebulon, NC 27597
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carolinamudcats.com

Position Description

Inside Sales Trainees

JOB DESCRIPTION:

We are seeking energetic and motivated individuals to join our sales staff. We are offering a dynamic, challenging and fun learning environment. This position will work under the Manager of Tickets & Business Development to achieve the objectives of the Sales Department. The Sales Trainees should possess strong communication skills and be extremely comfortable speaking with potential clients on the phone.

GENERAL RESPONSIBILITIES:

- Making outbound calls to solicit new group and ticket package sales for the Mudcats.
- Responsible for servicing a variety of sales leads and providing unsurpassed customer service.
- Generate new business through leads lists that will be provided.
- Maintain accurate call sheets and notes.
- Aid the overall efforts to utilize collection of e-mail addresses and fan data with the goal of increasing overall attendance.
- Other duties as assigned by Mudcats Front Office Staff

REQUIREMENTS:

- The ability to work in a team environment.
- Excellent verbal skills and customer service provider.
- Exceptional written skills and detail-oriented in regards to call notes.
- Be comfortable with making cold calls.
- Represent the Carolina Mudcats and Milwaukee Brewers organization in a professional manner.
- Must be comfortable working with spreadsheets like Microsoft Excel and Google Spreadsheets.

Hours Per Week: Not to exceed 30

Pay: Standard Hourly

Please send your resume to:
Megan Bloyd
megan.bloyd@carolinamudcats.com



Class A Affiliate of the Milwaukee Brewers