



JOIN OUR TEAM! The Danville Otterbots are currently seeking **Seasonal Interns** to play hands-on roles in making the 2022 season bigger, better, and bolder than 2021. The Otterbots are the center of family entertainment in the Danville, Pittsylvania County, and Southside Virginia community, and pride themselves on providing world class experience and entertainment to all guests at American Legion Field. The club carries tremendous momentum into the 2022 season on the heels of a phenomenal inaugural campaign in 2021. The Otterbots brand has quickly taken the world by storm, being called the “best baseball logo” by Barstool Sports, and receiving coverage from ESPN, MLB Network, FanGraphs, and publications from across the Commonwealth of Virginia. The Otterbots were recently voted Danville’s “Favorite Family Fun Spot” by readers in Showcase Magazine’s 2021 RAVE Awards.

WHO ARE WE: The Otterbots are a proud member of the Appalachian League, powered by Major League Baseball and USA Baseball. The Otterbots are located in Danville, Virginia and have truly entrenched themselves within the Southside Virginia community. Our commitments to fans throughout the region are to build incomparable ballpark experiences at American Legion Field at Dan Daniel Park all summer long, and be a true community champion 365 days a year.

WHY YOU: If you are passionate about developing expertise in fan experience, ticket sales & operations, hospitality, ballpark operations, food & beverage, merchandise, marketing, community engagement, and creative services within the sports and entertainment field, then this might be the right fit for you. Our internship program is fully immersive, with a goal of providing invaluable experience in all areas of the business of baseball to propel you directly into your career.

INTERNSHIP TIMELINE: 2022 Seasonal Internship program to begin Mid-May and conclude Mid-August.

SEASONAL INTERNSHIP EXPERIENCE RESPONSIBILITIES INCLUDE:

- **Fan Experience:**
 - Enhance the fan experience of those in attendance by executing fun, energetic promotions and providing memorable opportunities for all fans.
 - Assist in the implementation of the team’s promotional calendar, theme nights and Diversity & Inclusion initiatives. An inclusive ballpark experience is who we are and what we stand for. We are in the memory making business and need to constantly evaluate how we attract our fans.
 - Assist in all facets of the game day entertainment experience. When our fans experience a night at the ballpark, we want them to leave saying “WOW.”
 - Assist in game day employee scheduling, training & management.
- **Ticket Sales & Operations / Hospitality:**
 - Sell group & hospitality ticket packages to corporate partners, religious organizations, civic & social groups, birthday parties, and youth sports teams.
 - Execute hospitality events on game days and serve as a liaison for group outings.
 - Manage and build a book of clients through relationship-based selling.

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- Assist in managing Box Office operations and single-game ticket sales, including tracking of interactions with clients using Hubspot CRM and Glitnir Ticketing System.
- **Ballpark Operations / Food & Beverage:**
 - Assist in maintaining a vibrant and clean ballpark suitable to host all ballpark events.
 - Assist in stadium and playing field maintenance.
 - Assist in enforcing all COVID-related health and safety protocols put in place by management.
 - Assist in game day concessions operations.
 - Assist in inventory management and product ordering.
 - Become an expert in rolling a perfect hot dog.
- **Merchandise:**
 - Manage the set up and operation of the merchandise store.
 - Manage the shipment of online merchandise orders to all 50 states.
 - Assist fans and visitors in finding the perfect Otterbots items for them, both during games and during regular office hours.
 - Assist in designing new merchandise for both promotional efforts and merchandising operations.
- **Marketing / Community Engagement:**
 - Assist in planning and coordination of community relations events, groups, and promotions.
 - Assist in scheduling and organization of all public appearance requests for our mascot and players.
 - Assist in non-game day events and community appearances.
 - Assist in content creation, social media management, and digital marketing initiatives.
- **Creative Services:**
 - Manage photography and videography efforts with focus on Otterbots players, games, entertainment, and community engagement.
 - Assist in creating digital content and copywriting for social media and marketing purposes.
 - Assist in media relations and public relations efforts.
 - Assist in creating graphics promoting games and promotions.
- Most importantly: BE PROUD. BE HUMBLE. AND HAVE FUN. As an organization on the rise and a member of a fast- growing ownership group, we strive for consistent personal and professional growth and want people that are interested in making a difference each and every day. Our goal is to provide you with the knowledge and experience to be able to immediately step into a full-time sports and entertainment career.

REQUIREMENTS:

- Must be working towards completing a Bachelor's or Associate's Degree. Degree concentration in Business, Sports Management, Marketing or related fields encouraged, but not required.

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- Must be able to work throughout the duration of the internship (Mid May-Mid August).
- Must enjoy working nights, weekends and holidays *as needed*. Why? We do what we do so all community members can enjoy an incredible night out with their families and friends.
- Must have strong work ethic and dedication to constantly learning and growing as a professional, and consistently improving the organization.
- Must have strong oral and written communication skills.
- Adaptable, coachable and great team-player.
- Unparalleled level of customer service that is able to think critically and put others first.

NON-REQUIRED BUT ENCOURAGED SKILLSETS:

- Prior work experience in customer service based roles.
- Experience with CRM and ticketing systems.
- Experience with Adobe Suite or parallel software.
- Experience with event management.
- Ability to lift up to 50 pounds.

IF INTERESTED:

Please contact General Manager, Austin Scher at austin@danvilleotterbots.com.

Please submit your resume and any additional information you feel may show you are the right fit to join our team!

Danville Baseball Club, LLC is owned and operated by Knuckleball Entertainment. It is an equal opportunity employer and strives for diversity within its full-time, seasonal, and game day staff. We strongly encourage people from all backgrounds, especially racial, ethnic, gender and sexual orientation minorities, veterans, people with disabilities, and people with non- traditional backgrounds to apply for this position. Most importantly, no matter their background, the person selected for this position must embrace, advocate for, and deeply value equity, diversity, and inclusivity.

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