

Merchandise Sales Internship – Wareham Gatemen (Wareham, MA)



The Wareham Gatemen Organization is looking for enthusiastic merchandise sales interns to assist with managing and promoting the team's merchandise both during the offseason and during the regular summer season. Interns will gain hands-on experience in retail management, e-commerce, sales strategy, and customer service. This is an ideal opportunity for individuals interested in sports merchandising and retail operations.

Interns will work remotely during the offseason, focusing on online sales and product marketing, and in-person at home games during the season, assisting with game-day merchandise sales and inventory management.

Reports To: Gatemen Media Director

Duties and Responsibilities:

Offseason (Remote):

- Assist in developing and executing marketing campaigns to grow the team's online presence.
- Assist in managing the team's online store, including updating product listings, tracking inventory, and fulfilling orders.
- Help create promotional materials and strategies to boost online merchandise sales (e.g., limited-time offers, seasonal promotions, and fan engagement campaigns).
- Assist in developing new merchandise ideas by researching trends and coordinating with vendors to source products.
- Collaborate with the marketing team to promote merchandise via social media, newsletters, and the team's website.
- Provide insights into online sales performance and suggest areas for improvement.

In-Season (In-Person):

- Assist with game-day marketing operations, including fan engagement activities, promotional giveaways, and in-game entertainment.
- Assist with the setup, operation, and breakdown of merchandise booths at home games and events.
- Help manage on-site inventory and restock merchandise throughout the season.
- Provide excellent customer service to fans, answering questions and facilitating sales transactions.
- Assist in tracking sales data and inventory levels to ensure accurate reporting.
- Support with special merchandise promotions and giveaways during games.
- Collaborate with the marketing team to promote game-day merchandise sales and exclusive offers.

Knowledge, Skills, and Abilities:

- Knowledge of the game action of baseball and familiarity with MLB game productions
- Current college student or recent graduate (preferred majors: Marketing, Business, Retail Management, Sports Management, or related fields).
- Strong communication and interpersonal skills, with a customer-focused attitude.
- Detail-oriented with strong organizational skills.
- Ability to work in a fast-paced, team-oriented environment.
- Availability to work remotely during the offseason and attend in-person games during the summer season.
- Experience in retail, customer service, or sales is a plus, but not required.

Work Environment and Schedule:

- Work normally performed in a field environment and there may be exposure to adverse weather conditions.
- Flexibility in scheduling is required and will involve evenings, weekends, and holidays.
- Must be able to work all Gatemen home games.

Expectations:

- Adhere to the Wareham Gatemen organization and league policies and procedures
- Act as a role model within and outside the Wareham Gatemen organization
- Demonstrate flexible and efficient time management and ability to prioritize workload

To Apply: Follow directions on website or email interns@gatemen.org