



**SCHEELS** arena

<b>Position:</b> Ticket Account Executive Intern <b>Length:</b> Summer: May 2019-August 2019 Season: Sept. 2019-April or May 2020 (depending on playoffs) <b>Compensation:</b> Paid per hour, plus commission	<b>Remit Cover Letter and Resume to:</b>  Scheels Arena/Fargo Force Attn: Internships 5225 31st Ave. South Fargo, ND 58104  <b>Or email to:</b> <a href="mailto:fans@fargoforce.com">fans@fargoforce.com</a>
<b>Reports To:</b> VP of Business Operations	

### **SUMMARY**

If you want to be a sports business version of a 4th line defenseman, you shouldn't waste your time reading the rest of this job description.

If, however, you want to be a superstar in sports business, you should do one thing before you read the rest of this. Click on Google Maps and look and see where Fargo, ND is. Print out the map and then circle Fargo. That's the spot where people with drive and energy and ambition are being trained to become superstars.

### **HOW TO GET THERE**

To become a superstar with teams, you need to first know that it all starts with tickets.

Tickets are the lifeblood of sports. Once you learn tickets – truly learn how to market tickets-then it's on to sponsorships. Learn both, and you've got the right ticket to run teams.

So, we start our people on our lifeblood-remember, that's tickets. We don't give you the Yellow Pages and tell you to go sell. Our philosophy is train, train, train, and when we get tired of that, we train some more. Our goal is to accelerate your growth as fast as we can. You see, we want you to get better which will benefit you and the Fargo Force.

### **WHAT YOU'LL BE DOING**

Primarily tickets. You'll be considered an account executive and will be making sales calls to group organizations (schools, youth hockey teams, churches, etc.) and the average sports fan. The position will be selling group tickets and/or small ticket packages. We don't expect you to know how to sell our different ticket packages right away, so we provide training starting to help you learn. We will provide you with the perfect sales pitch for every situation.

### **QUALIFICATIONS**

Do you want to be a superstar in sports business? That's the first qualification. If you answered yes, then answer two more questions: 1) do you have a strong work ethic and 2) do you have a desire to learn and excel?

You should have strong communication skills (you have to like to talk to people) and a willingness to listen and learn. If you don't have sales experience, don't worry about it. Because we don't worry about it, we train.

### **COMPENSATION**

Paid on a per hour basis, plus a 5% commission on all that you sell. You will also be compensated in hands on sports organization experience. This includes team meetings, promotion ideas, game nights, etc.

### **START DATE**

Whenever you're ready.