



## WORCESTER BRAVEHEARTS INSIDE SALES INTERNSHIP

The Worcester Bravehearts Inside Sales Internship is a for-credit internship that will work directly with the Bravehearts ticketing department to help fill the seats of Fitton Field in 2025. Interns will support the sales department by assisting with ticket sales, group sales, and corporate partnerships. Intern's will directly deal with smaller group sales such as birthday parties and PTO groups, as well as ticket plans such as season tickets and flex packs.

### Responsibilities:

- Assist the inside sales team with generating leads for season tickets, group tickets, and corporate partnerships.
- Conduct outreach via phone, email, and social media to potential clients, promoting sales and events.
- Learn CRM & Ticketing software to help organize customer accounts.
- Support in research efforts to identify new sales opportunities and target markets.
- Help execute promotions and fan engagement campaigns, such as holiday specials and ticket discounts
- Attend team sales meetings and participate in training sessions to learn sales strategies, customer engagement, and industry practices.
- Track and report sales progress, offering insights and recommendations to enhance performance

### Qualifications:

- Must be enrolled in a college or university and eligible for academic credit
- Strong communication and interpersonal skills
- A passion for sales, building relationships and creating incredible experiences
- Self-motivated, goal-oriented, and able to work independently as well as part of a team.
- Availability to work flexible hours, including evenings and weekends

To apply:

This position is eligible for summer hire post-internship. Please send cover letter and resume to Assistant General Manager Donny Porcaro via email- [Don@worcestebavehearts.com](mailto:Don@worcestebavehearts.com).