



Tickets and Suites Sales Team

For more than 30 years, the Dallas Sidekicks have been one of the Metroplex's most successful and most beloved professional sports organizations. Since their inaugural season in 1984, the four-time indoor soccer champion Sidekicks have cultivated a passionate fan base and a powerful presence in soccer-crazed North Texas.

The Sidekicks return after a one-year hiatus and are bigger and better than ever. There is a dynamic new ownership group, strong management, a booming North Dallas marketplace, and a powerful vision for the future of the Dallas Sidekicks. The Sidekicks are built on the philosophy of "Good People, Good Plan, Good Execution" and we're looking for ambitious, talented executives to join our team to make the Dallas Sidekicks the top professional indoor soccer club in North America and a strong contributing member of the local community. The ownership group includes successful local business owners, sports entrepreneurs, and business leaders.

Key Responsibilities:

As a part of the Sales Team, a large part of your success will come by using sales and service best practices, prospecting, networking, lead generation, referral gathering, data capture and database management. More specifically, you are responsible for the following:

- Actively create new business opportunities through existing customers, prospecting and CRM leads.
- Contact and maintain relationships with businesses and individuals via phone, in-person appointments and networking events.
- Maintain our database of potential group and season ticket customers.
- Deliver exceptional customer service to our customers by providing excellent experiences.
- Perform other customer service, operational and community relations duties as assigned.



Qualifications

You may be a fit for this role if you meet the following criteria:

- Relevant sales experience
- A four-year bachelor's degree in Sports Administration, Business, Advertising, Marketing, Communications or Liberal Arts is preferred.
- A passion for a career in professional sports sales.
- Strong communication (both written and verbal) and relationship-building skills.
- Excellent teammate, with positive energy, who has a desire to learn.
- Ability to work quickly in a dynamic, collaborative environment.
- Strong work ethic and a proven self-starter.

Requirements

- Ability to work in the Sidekicks office when making calls
- Ability to come in the office Monday-Friday around 5.00PM or 6.00PM to 8PM (willing to discuss a flexible schedule with the right candidates)
- Be able to work a minimum of 15 hours per week

Please note, this position will be an independent contractor position. The rate of pay will be \$10.00 USD/hour when in the office. This position is also eligible for commission at ten percent on ticket sales and five percent on suite sales.

We are an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status, or any other characteristic protected by law.