



Lake Country DockHounds

Sales Position Description

Position Title: Fall/Spring Internship

Season: 2022/2023

The Lake Country DockHounds Baseball Team, a member of the American Association, are seeking a sales intern for the fall of 2022 & spring of 2023. This 18-week internship program (8 weeks in the fall and 10 weeks in the spring) is unpaid but eligible for college credit. 10-15 hours of in person office work.

Duties / Responsibilities

- Full menu selling of group and ticket packages.
- Promote programs (Kids Club, Reading Program, Silver Sluggers, Tailwaggers, etc.).
- Learn ticketing system to assist with customer transactions.
- Service phone calls and ticket orders.
- Make cold calls and reach out to potential groups.
- Assist in the creative concepts of ticket sales promotions: including prospecting, flyers, mailers and other support materials.
- Assist with data entry and processing member information
- Conduct prospecting research and data gathering to help grow memberships among Season Ticket & Group Sales departments.
- Assist Ticket Sales Managers with ongoing sales/service projects.
- Organize internal and external events
- Use and update CRM as needed.
- Perform general office work and support.
- Attend mascot/organization appearances in the community.
- Responsibilities will also include assisting other departments when needed.

If interested in the position, please email Lauren@lakecountry-live.com to set up an interview