



## **TICKET SALES NTERNSHIP**

### **Summary**

The primary focus of this position is to assist the sales team in maximizing profitability and attendance for Washington Mystics games. There will also be an emphasis on executing sales events throughout the season (before, during and after Mystics home games). This position reports directly to the Group Sales Manager.

### **Primary Responsibilities**

- Assist the sales team with research, generating new sales leads, recognizing future sales opportunities and preparing materials for sales events.
- Assist with organizing and executing season ticket holder and group events including chalk talks, basketball tournaments, fan tunnels, bench warmers, etc.
- Assist with planning and executing sales initiatives and theme nights such as Girl Scout Night, Mystics' 3v3 Tournament, Networking Night, Military Day, etc.
- Follow up with group leaders after each game with a note and pictures of their experience.
- Assist with creation of collateral including flyers, signage, posters etc.

### **Essential requirements**

- Undergraduate or Graduate student in good academic standing.
- Previous sales experience a plus, but not required.
- Team player; excellent communication skills; creative.
- Ability to multi-task; detail-oriented; fast learner.
- Familiarity with Microsoft Word, Excel, Power Point.
- General knowledge of professional sports and women's basketball preferred.

### **How To Apply**

Submit your cover letter and resume to:

Maria Giovannetti  
Group Sales Manager  
[mgiovannetti@washmystics.com](mailto:mgiovannetti@washmystics.com)