Job Title: Ticket Sales Manager

Athens Crush (Indoor Football League)

Position Summary

The Ticket Sales Manager is responsible for leading all ticket revenue efforts for the Athens Crush, including season tickets, premium seating, group sales, mini-plans, and individual game ticket sales. This individual will build and manage a high-performing sales culture focused on delivering exceptional customer service while maximizing attendance and revenue.

This is an exciting opportunity to join a professional sports franchise from the ground floor and play a key role in establishing one of the premier fan experiences in the Indoor Football League.

Key Responsibilities

- Develop and execute a comprehensive ticket sales strategy to meet or exceed revenue goals.
- Personally sell season tickets, premium seating, suites, group outings, mini-plans, and individual game tickets.
- Recruit, train, motivate, and manage ticket sales representatives and game day sales staff.
- Create daily, weekly, and monthly sales goals and monitor team performance.
- Build relationships with local businesses, civic organizations, youth sports leagues, schools, churches, and community groups to generate group ticket sales.
- Manage outbound sales campaigns utilizing phone, email, networking events, and in-person appointments.
- Maintain accurate customer records and sales pipeline within the team's CRM system.
- Develop customer retention strategies that maximize season ticket renewals.
- Coordinate special ticket promotions and theme nights with the marketing department.
- Work closely with sponsorship sales to create bundled hospitality and ticket packages.
- Attend community events, networking functions, and chamber meetings to generate new business.
- Oversee ticket operations in coordination with the arena ticketing staff.
- Provide outstanding customer service before, during, and after every event.
- Assist with game day ticket sales operations and customer service.

Qualifications

- Bachelor's degree in Business, Marketing, Sports Management, or related field preferred.
- Minimum of 3 years of ticket sales experience, preferably in professional or collegiate sports.

- Proven success selling season tickets, premium seating, sponsorships, or other high-value products.
- Experience managing and motivating a sales team preferred.
- Strong communication, presentation, and relationship-building skills.
- Self-motivated with excellent organizational and time management abilities.

Desired Characteristics

The ideal candidate is:

- Competitive and goal-oriented.
- Energetic, outgoing, and highly motivated.
- Strong leadership and coaching abilities.
- Passion for sports and fan engagement.
- Excellent problem-solving skills.
- Ability to thrive in a fast-paced startup environment.
- Creative thinker with an entrepreneurial mindset.
- Positive attitude and willingness to wear multiple hats.

Compensation

- Competitive base salary based on experience.
- Commission and performance-based incentives.
- Team apparel.
- Opportunity to grow with a new professional sports franchise

Why Join the Athens Crush?

This is a rare opportunity to help build a professional sports franchise from its inaugural season. You'll work alongside an ownership group that includes Pro Football Hall of Famer Jerome Bettis, College Football Hall of Famer David Pollack, and former MLB All-Star and NFL standout Brian Jordan, while helping create an unforgettable game-day experience for fans throughout Northeast Georgia.

If you're a driven sales professional who thrives on competition, enjoys building relationships, and wants to make a lasting impact on a growing sports organization, we'd love to hear from you.