



Corporate Sales Trainee - Tennessee Smokies (Kodak, TN)

The Tennessee Smokies, Southern League Double-A Affiliate of the Chicago Cubs, are currently searching for an enthusiastic motivated individual to join our organization as a Corporate Sales Trainee.

Job Summary:

As a Corporate Sales Trainee you will conduct face-to-face meetings about Smokies sponsorships with important decision makers in the community. This position is responsible for soliciting corporate sponsorships, signing corporate partnership agreements, and servicing these clients' accounts thoroughly.

Responsibilities:

- Specific responsibilities include but are not limited to, the following:
- Sell and service corporate sales
- Ability to set qualified appointments on a weekly basis
- Set appointments with key decision makers in the community in order to form strong long-term corporate partnerships
- Be aggressive in seeking new business and comfortable with cold calling
- Have strong organizational and follow up skills
- Meet a personal sales revenue goal by developing new relationships and growing existing relationships
- Implement the franchise's corporate sales strategy and procedures
- Be responsible for attending Chamber Events, Association Meetings, and other networking events held outside the office and in many cases after normal business offices
- Administer superior customer service for all clients year-round
- Have excellent communication and presentation skills
- Have a high level of energy, enthusiasm, and a passion to be successful in the sports industry
- Work includes flexible hours with night and weekend work in-season necessary
- Report directly to the Director of Corporate Partnerships

Required Qualifications:

- A qualified candidate must have a bachelor's degree from an accredited college/university

- A successful candidate should showcase excellent communication skills with the ability to have effective and frequent dialogue with prospects, clients, and account managers.
- Excellent oral, written and presentation skills.
- Must be creative, detail oriented and be highly motivated and have a strong work ethic.
- The ability to work as a team and multi-task in a fast-paced environment.
- Computer proficiency in Microsoft Word, Excel and PowerPoint
- Ability to work evenings, weekends, and holidays.

Compensation Package:

You'll make a monthly stipend plus aggressive commission opportunities.

How to Apply:

Send your resume and cover letter to tkappel@smokiesbaseball.com