

Lincoln Saltdogs 2020 Sales Internship

Who we are:

Lincoln professional baseball is a family-oriented organization, dedicated to providing the community with an exciting product that promotes everything great about the game and safeguards the dignity of the players. Lincoln Professional Baseball is committed to fostering youth involvement with the game, and maintaining a wholesome, fun-filled environment that heightens fan anticipation about spending a memorable, affordable day at the ballpark. Lincoln Professional Baseball endeavors to always show fan respect and nurture spectator input that enhances value, enjoyment and civic pride. Additionally, player interaction with the community is encouraged to further their off-field personal and professional growth. Owned by NEBCO, Inc., the implementation of Lincoln professional baseball is a part of entertaining Nebraska, one of the cornerstones of NEBCO's mission of Building Nebraska.

Where you fit in:

Starting Date: May 11th (unless otherwise specified; may be different for each intern)

- Train in all aspects of the Box Office and Merchandise Store
- Create a team dynamic with other sales interns
- Aid in the distribution of promotional materials throughout the community
- Assist the Director of Ticketing, Director of Sales, and Group Ticket Representative in making sales calls to group leaders and other patrons for promotional events

Game Days

- Open the Box Office and/or Merchandise Store for business
- Prepare will-call, group signage, & check voicemails
- Update merchandise inventory
- Answer sales calls throughout the day
- Assist other sales staff when needed
- Analyze ways to improve operation
- Pre-game staff meeting
- Post-game staff wrap up

Non Game Days

- Weekly conversations discussing progress and goals
- Prepare for future promotional dates
- Assist in maintaining the Box Office
- Assist in operational tasks as needed

What we expect of you:

- Be professional at all times, as you are the face of the Saltdogs
- Be committed to learning about this industry
- Be committed to the 50 game home schedule at Haymarket Park
- Meet our goals and your goals
- Use this experience to further your education and set yourself apart from others
- Ask questions and participate!

Other Details:

Anticipated End: September 3rd or as classes allow (Pending Playoffs); may be different for each intern's schedule

Each intern will be paid Nebraska State Law Minimum Wage only during games. Interns are not entitled to wages for the time spent in the internship. Commissions for group ticket sales are a possibility.

Call or E-mail Colter (colterc@saltdogs.com; 402-441-4182 with any questions)

Apply:

By **February 2nd, 2020**

Send in your Cover Letter and Resume to:

Email: kaydrab@saltdogs.com Subject Line: Sales Internship

Fax: 402-474-2254

Or Mail:

Lincoln Saltdogs

Attn: Sales Internship

403 Line Drive Circle, Ste. A

Lincoln, NE 68508