



NCF Baseball Stars Internship

Position: Assistant General Manager

Duties include but are not limited to:

The NCF Baseball Stars are seeking an aggressive, highly passionate and self-motivated individual to fulfill the position of Assistant General Manager. We are looking for an individual with strong sales and marketing background. This position will be responsible for overseeing the corporate sales, group ticket and season ticket sales. The Assistant General Manager Position will also help oversee the Marketing and Promotions of the team.

Sales Responsibilities

In this capacity you will be responsible for overseeing all sales aspects related to the franchise.

- Overseeing ticket sales staff and sponsorship sales staff.
- Managing all programs for individual, groups and season tickets.
- Developing and implement sales strategies for the sales force
- Responsible for setting sales goals in each department.
- Developing contacts with local as well as national corporations for the purpose of sponsorship sales
- Creating, developing and selling new sources of inventory
- Managing all sales inventory
- Keeping up-to-date on successful sales techniques used by other teams and apply this knowledge to the business
- Preparing weekly ticket and sponsorship reports for GM and Treasure

Marketing Responsibilities:

In this capacity you will be responsible for directing all aspects of our marketing efforts including advertising, customer Loyalty and direct marketing strategies, public relations, promotional programs and internal communications support.

Specific responsibilities include:

- Developing and managing the execution of brand, advertising, promotion and public relations strategies and campaigns to increase attendance at the Stadium using traditional and non-traditional methods of promotion, including but not limited to the following:
- Identifying, investigating, and executing strategic partnerships in the area of advertising, promotion and merchandising.
- Following up with all media co-sponsors to make sure they follow through with their advertising responsibilities