



JOB TITLE: Inside Sales Representative, University of Notre Dame

LOCATION: South Bend, IN

PROJECT: University of Notre Dame

DIVISION: Global Sales

POSITION TYPE: Full-Time

WHO WE ARE:

Born from performance and inspired by icons, Legends has created a legacy of success through our three best-in-class service divisions – Global Planning, Global Sales and Hospitality. We provide expertise and carefully honed customer service in multiple categories, including food and beverage, merchandise, facilities management, design and consulting, hospitality and live entertainment.

We deliver solutions for legendary brands across all platforms, which has enabled us to redefine the role of a service provider, and set a new expectation within the industry. Legends’ mission is to supply our partners a world-class turnkey solution for their live entertainment venues through innovation and excellence. We are a different kind of company with a unique operating philosophy, building strong partnerships with our clients and bringing a new approach to customer service. As a service partner, Legends is responsible for the vast majority of the direct fan interactions - The Moments of Truth – when lifelong memories are created and experiences are defined.

For that reason, we believe in the honor of service where no request is unreasonable, and going the extra mile isn’t the exception – it’s the expectation.

ABOUT THE PROJECT:

The University of Notre Dame has partnered with Legends Global Sales to oversee sales strategy and execution for new premium inventory related to their \$400 million Campus Crossroads renovation project at Notre Dame Football Stadium.

JOB DESCRIPTION:

The Inside Sales team is primarily responsible for selling season, partial and group ticket packages. This person should be a self-motivated and positive professional. The Inside Sales team will work under the guidance of the Director of Sales.

RESPONSIBILITIES:

- This position will be focused on prospecting, appointment setting, executing sales presentations and closing sales
- The candidate will be responsible for selling a full menu of ticket packages (full seasons, partial plans, and groups)
- Setting and conducting out of the office sales appointments
- Must be willing to work non-traditional hours, weekends, events and game days
- The candidate will be accountable for certain levels of activity (calls made/appointments set) and goals
- Candidate should possess an optimistic team-first attitude, as well as a competitive desire to be the best

QUALIFICATIONS:

- Bachelor’s Degree or equivalent
- Previous sales experience is preferred but not required

- Ability to work in a team-oriented environment and effectively influence and communication with C-level clients
- Professional verbal and written communication skills
- Candidate should possess excellent time management and organizational skills
- Proficient in Microsoft Office, with a focus on Word, Excel and PowerPoint
- Candidate must have a strong work ethic and a desire to build a career in professional sports