



INSIDE SALES, PERSONAL TICKET CONSULTANT

Description

About NASCAR

Celebrating its 75th Anniversary in 2023, the National Association for Stock Car Auto Racing (NASCAR) is the sanctioning body for the No. 1 form of motorsports in the United States and owner of 16 of the nation's major motorsports entertainment facilities. NASCAR sanctions races in three national series (NASCAR Cup Series™, NASCAR Xfinity Series™, and NASCAR CRAFTSMAN Truck Series™), four international series (NASCAR Brasil Sprint Race, NASCAR Mexico Series, NASCAR Pinty's Series (Canada), NASCAR Whelen Euro Series), four regional series (ARCA Menards Series, ARCA Menards Series East & West and the NASCAR Whelen Modified Tour) and a local grassroots series (NASCAR Advance Auto Parts Weekly Series). The International Motor Sports Association™ (IMSA®) governs the IMSA WeatherTech SportsCar Championship™, the premier U.S. sports car series. NASCAR also owns Motor Racing Network, Racing Electronics, and ONE DAYTONA. Based in Daytona Beach, Florida, with offices in eight cities across North America, NASCAR sanctions more than 1,200 races annually in 12 countries and more than 30 U.S. states. For more information visit www.NASCAR.com and www.IMSA.com, and follow NASCAR on Facebook, Twitter, Instagram, and Snapchat ('NASCAR').

Position Summary

The NASCAR Sales Academy is seeking driven and passionate individuals to enter a highly competitive and selective Inside Sales program that will shape the future of ticket sales across NASCAR properties. Representatives will be given best in industry sales training that will focus on building a strong sales foundation in which the reps will use to build a lasting career in sports.

The NASCAR Sales Academy is a performance-based program which allows successful representatives the opportunity to interview for full time account executive positions across NASCAR's regional teams:

- Auto Club Speedway® – California
- Chicago Street Race® – Illinois
- Darlington Raceway® – South Carolina
- Daytona International® Speedway – Florida
- Homestead-Miami Speedway® – Florida
- Iowa Speedway® – Iowa
- Kansas Speedway® – Kansas
- Los Angeles Clash at the Coliseum® – California
- Martinsville Speedway® – Virginia
- Michigan International Speedway® – Michigan
- Phoenix Raceway® – Arizona
- Richmond Raceway® – Virginia
- Talladega Superspeedway® – Alabama
- Watkins Glen International® – New York

Essential Duties and Responsibilities

- Generate ticket revenue through both new business campaigns as well as renewal cycles
- Make 80+ outbound sales calls on a daily basis
- Lead in creating an outbound sales culture that maximizes ticket sales and revenue generated through converted outbound calls
- Achieve weekly and monthly sales goals
- Build strong relationships with defined account base through proactive communication
- Additional duties as assigned

Minimum Qualifications

- Bachelor's degree in Business, Sports Management, Marketing, or related field preferred

- Passion for sales and committed to being a leader in the sports industry
- Team player that strives to achieve goals
- Willingness to learn and be coachable
- Distinguished verbal communicator with a strong phone presence
- Proficient in basic computer software
- Flexibility in working extended hours when needed

Work Environment/Physical Demands

- Office setting with extended periods of sitting

NASCAR is an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex national origin, disability status, protected veteran status, or any other characteristic protected by the law.