

IOWA EVENTS CENTER INTERNSHIP PROGRAM

JOB TITLE: Group Sales Intern

REPORTS TO: Group Sales Manager

HOURS: Approximately 20 hours per week.

COMPENSATION: Paid Internship: \$8/hr.

SUMMARY: This internship will work closely with the Group Sales Manager to learn and actively participate in sales techniques and best practices at the Iowa Events Center.

YOU HAVE:

- Background in Marketing, Communications, Management, Sports Management or Hospitality
- GPA of 3.3 or above (highly desired)
- Active involvement in campus and/or leadership activities
- Excellent communication, organization and interpersonal skills
- Working knowledge of programs including, but not limited to Word, Excel, PowerPoint and Adobe Photoshop
- Attention to details
- A 'can-do' attitude, a strong desire to learn and self-motivation
- The ability to work in a fast-paced environment

OPPORTUNITIES WE CAN OFFER:

- Promote family shows and sporting events to group sales customers
- Learn and perform sales process and selling techniques with both current and prospective clients
- Research target markets, create promotional materials and develop and implement event promotions
- Process orders and handle customer seat selections as directed
- Update and maintain department databases and spreadsheets, including research and implementation
- Assist Group Sales Manager with day-of event process, including group sales programs along with meet and greets
- Attend meetings that include brainstorm sessions and explain how to execute public relations event ideas
- Perform a variety of day-of event responsibilities within the Marketing Department



TO APPLY:

Send employee application, cover letter, and resume to:

Kyle Starcevich, Group Sales Manager
Kyle_Starcevich@ComcastSpectacor.com

FY 17-18 RECAP

476

TOTAL EVENTS

WFA = 138 | CONVENTION CENTERS = 338



1,106,102

TOTAL ATTENDANCE

250,000

TOTAL GROUP SALES SUBSCRIBERS

STAFF BY
THE NUMBERS



784

PART TIME

88

FULL TIME



FINAL RECORD

33-27-10-6



FINAL RECORD

24-26



FINAL RECORD

11-3