Position Title: Group Sales Intern (2 positions available)
Department: Marketing / Sales
Immediate Supervisor: Robert Murphy: Manager of Business Development
Work Week: Approx. 40 hours per week
Duration of Internship: Mid May – August 15th, 2014*

General Description: The Group Sales Intern will assist in increasing attendance and incremental revenue for most 2014 major events, including the Cheez It™ 355 NASCAR Weekend, through outbound phone calls, direct mail and promotional marketing campaigns.

Duties:

- Renew and upgrade existing ticket customers
- Conduct telephone campaigns to acquire new business ticket sales
- Develop and promote employee group sales opportunities
- Assist with ongoing promotions and giveaways associated with upcoming event weekends
- Provide quality customer service for existing customers
- Support community programs that WGI is involved with
- Assist the sales department with tasks during major event weekends

Qualifications:

- Two years completed towards a Business Administration, Communications, Marketing or Sport Management Degree
- Outbound calling skills and customer service experience (retail, direct, corporate) is helpful
- PC literate and strong organizational skills
- Posses ability to demonstrate exceptional guest service skills
- Able to work non traditional hours occasionally (nights, weekends, holidays)
- **Must be able to work ALL major event weekends* including the Sahlen's Six Hours of The Glen (June 26-29th) Finger Lakes Wine Festival presented by Yancey's Fancy (July 11-13th) Cheez It™ 355 NASCAR Weekend at The Glen (August 7-10th)**

Please answer the following questions in your cover letter:

1) What is your last day of class for the spring semester?
2) What interests you in working within the motorsports industry?
3) What experience do you have (if any) working in sales?
4) How comfortable are you on the phone and making 100+ calls per week to new customers?

Compensation: $7.25/hour and/or academic credit

Please email your cover letter and resume to the address below.
Resumes will be accepted through March 28th.

Contact:
Robert Murphy
Manager of Business Development
rmurphy@theglen.com
607-535-2486 ext. 264