

**University of Washington Department of Athletics  
Husky Ticket Office  
Ticket Sales Representative**

**Summary**

The Husky Ticket Office is responsible for managing the ticket sales for nine sports throughout the year including: football, men's and women's basketball, volleyball, men's and women's soccer, baseball, softball, and gymnastics.

The Ticket Sales Representative will be responsible for maximizing attendance and revenue for Husky Athletics by selling various ticket products, with an emphasis on football. The job will require 90%+ time spent on the phone. This is a part time position with no University of Washington benefits.

**Essential Duties and Responsibilities:**

- Primary focus is selling Husky Football Season Tickets, Mini Plans, and Group Tickets
- Call on past customers and cold-call new sales leads to generate sales
- Build rapport with prospects and customers and recognize future sales opportunities
- Pursue prospective customers
- Provide excellent customer service
- Sell inventory to other sports or events upon request
- Assist in customer service initiatives as called upon
- Assist in miscellaneous duties upon request

**Qualifications and Requirements:**

- Available to work 10-20 hours per week during the school year with the potential of working 40 hours per week during the summer
- Candidates should be computer proficient and detail oriented
- Enthusiastic about working within a general sales and sports-related environment
- Prior telemarketing or sales experience preferred but not required
- Have a friendly and professional telephone manner
- Excellent communication skills (verbal, writing AND listening)
- Display a genuine desire to help people
- Ability to work well with others and independently
- Ability to take action beyond what is called for
- Demonstrate a positive attitude
- Passion for Husky Athletics a plus

**Compensation:**

Hourly wage plus a competitive commission structure

**To Apply:**

Email resume to -  
David Gravenkemper  
Director of Ticket Sales & Customer Service  
Husky Ticket Office

gravendm@u.washington.edu