



## 2024 ONE KNOXVILLE SC TICKET OPERATIONS INTERN

### About the club

Founded in 2022, One Knoxville SC is a professional soccer club competing in USL League One. 2024 will be One Knoxville's second fully professional season. The Club is focused on building a civically-minded professional sporting brand by connecting community outreach, civic pride, and competitive soccer. One Knoxville believes in onboarding talented individuals and providing a platform for those individuals to lead, experiment, and grow.

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### About the role

One Knoxville SC is looking for a motivated intern to support the Ticketing Department during the USL League One 2024 season from May to August. This position is divided into three main components: office hours, community events and gameday operations. This position will gain valuable experience working within a professional athletic organization assisting in revenue growth from ticket holder management to gameday sales strategy.

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Work Location: 121 E Jackson Ave

Work Hours: Up to 40 hours/week: M-F

Benefits: \$13/hour

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### Tasks and responsibilities

- Assist in ticket sales and ticket holder management in the One Knox SC office
  - Assist in the creation and implementation of online marketing plans
  - Analyze ticket sales data to identify trends, patterns, and areas for improvement
  - Utilize data analytics tools to extract meaningful insights from ticketing data
  - Identify opportunities to maximize revenue through pricing strategies, upselling, and cross-selling initiatives
  - Personalize marketing and communication strategies for different fan segments
  - Maintain and update the ticketing database with accurate and current information
  - Ensure data integrity and security protocols are followed
  - Act as a USL1 compliant ticket seller during gamedays
  - Set up, operate and tear down ticket pop-up booths during different community events and all One Knoxville SC gamedays
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### Qualifications

- All majors welcome, Sports Management majors preferred
- Athletic background or experience working in athletic environment preferred
- Customer service experience and strong interpersonal skills preferred
- Collaborative, highly motivated and creative problem-solver
- Valid driver's license and regular access to a vehicle
- Must be willing to work flexible hours including evenings and weekends
- Must be able to lift, carry and pull up to 40 pounds unassisted