

Adam Vogel

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INDUSTRY EXPERIENCE

New York Mets Baseball: Flushing, New York

Director, Inside Sales (May 2015-Present)

- Department produced \$10,540,790 during tenure as Director
 - Against full-campaigns department finished 120.2% to determined new business goals (\$8,413,764 to a \$7,000,000 goal)
- Professionally developed 44 Inside Sales Representatives whom secured promotions to senior level ticket sales or service roles within the sport industry
 - 30 internal promotions with the New York Mets Ticket Sales & Service team; 14 external promotions
- Successfully recruited for and on-boarded 16 different Inside Sales classes, amounting to 68 total representatives and 11 sales interns
- Head administrator and host of 10 large scale hiring events, attracting sales talent nation-wide
- Administered in-season sales events as well as off-season sales events, which resulted in as high as \$100,000 produced in new business revenue
- Created and designed New York Mets Inside Sales playbook and training decks, containing original and unique sales training content
- Assisted in the development and launch of the New York Mets Inside Sales website
- Co-founded and primary liaison of the Mets Manager-In-Training Program
 - Primary functions included but were not limited to: led bi-weekly meetings and produced agendas; designed/supported living training efforts; coached through entirety of recruiting process from screening resumes, conducting phone interviews, reviewing digital interviews, hosting in-house interviews and attending industry wide recruiting events; situational leadership development
- Incepted the New York Mets Speaker Series, a comprehensive networking event specifically targeting collegiate underclassmen set to cultivate recruiting

Miami Dolphins Football: Miami Gardens, Florida

Manager, Membership Development (November 2013-April 2015)

- Piloted Membership Development team to exceed \$2.83M (125.9% to goal) in new business revenue for 2014 campaign
- Directly managed 21 associates that earned promotions to senior level ticket sales and service roles within the sport industry
 - 19 internal promotions within the Miami Dolphins Ticket Sales & Service team; 2 external promotions
- Successfully on-boarded five different Membership Development classes, equating to 43 total associates
- Conducted over 100 face to face appointments with associates during in-stadium appointments, ticket sales events and in-game visits

Pittsburgh Pirates Baseball Club: Pittsburgh, Pennsylvania

Account Executive, New Business Development (August 2012- November 2013)

Inside Sales Representative (January 2012- July 2012)

- Generated \$589,334 (131.7% to goal) in new business revenue during tenure with organization
- Retained \$108,328 in renewal revenue from most “at-risk” accounts organizationally
- Executed on-site training to New Business Development team and incoming Inside Sales Representatives

Houston Astros Baseball Club: Houston, Texas

Ticket Sales/Services Intern (May 2011- August 2011)

Rochester Red Wings Baseball: Rochester, New York

Ticket Sales Representative (January 2009- April 2011)

INDUSTRY ACCOLADES

- Awarded New York Mets “Ticket Sales and Services: Employee Of The Year” for 2017
- Awarded Pittsburgh Pirates “New Business Development: Employee Of The Year” for 2013
- Awarded Pittsburgh Pirates “Inside Sales: Employee Of The Year” for 2012

EDUCATION

St. John Fisher College: Rochester, New York

Bachelor of Science in Sport Management, with a Marketing Minor (May 2011)

COMPUTER

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|-------------------------|--------------------|-------|
| • Archtics/Ticketmaster | • Microsoft Office | • SAS |
| • ClearSlide/DigiDeck | • Pro Venue (PV) | • CRM |