



Sports Business Solutions & the Detroit Pistons present:

The Sports Sales Combine – Auburn Hills, MI

December 4-5, 2015

Participating Coaches Bios:



**Joe Schiavi – Director, Inside Sales
Detroit Pistons**

Joe Schiavi is the Director of Inside Sales with the Detroit Pistons and Palace Sports and Entertainment. He graduated from Arizona State University, where he received a degree in Business Administration. Joe began his sports career as a Sales Intern with the Houston Astros and San Francisco Dragons in 2008. Upon graduation, Joe started with the Houston Astros in Inside Sales. He is now entering his 4th season as the Director of Inside Sales with the Detroit Pistons, following 5 seasons in Major League Baseball with the Houston Astros, and one season in Major League Lacrosse with the San Francisco Dragons.



**Mike DeMarino – Director, Ticket Sales
New Jersey Devils**

After graduating from Marist College in 2005, Mike joined the New Jersey Nets Inside Sales Program with aspirations of going into Public Relations. Two days into selling, Mike realized his passion was in sales. Six months into the Inside Sales program Mike was promoted to Account Executive with the Nets where he focused on season ticket sales for three

seasons. Following the Nets, Mike accepted a position as Sales Consultant for the New York Jets selling premium Personal Seat Licenses for the Jets New Stadium. Two years into the Jets project, Mike led all sellers in overall PSL's sold on the project and was recruited by Legends Global Sales to join the San Francisco 49ers New Stadium sales team. The 49ers New Stadium project is considered one of Mike's greatest career achievements as they surpassed all industry records selling over \$1 Billion in PSL Revenue. Shortly after, Mike joined the Atlanta Hawks as Senior Manager of New Membership Sales. Eight months into Mike's first full season at the Hawks, his sales team surpassed the previous year's revenue numbers and three sales reps have gone on to surpass their annual goal. No reps had accomplished this the year prior. Based on this great success, Mike was recruited by the New Jersey Devils where he now works as Director of Ticket Sales and oversees all new season ticket acquisition.



**Doug Hine – Sr. Manager, Business Development
New Jersey Devils**

A proud graduate of West Chester University, Doug started his career in 2005, at GoodSports USA in Wall NJ as Sports Director in charge of youth and adult athletics. While working at GoodSports USA Doug was recruited by The New Jersey Devils in 2008 to join their Ticket Sales Associate Program. This is where he found his passion for ticket sales, sports, and growing relationships. Doug found success quickly with the New Jersey Devils advancing through the ranks over the next 5 years as an Account Executive, Premium Sales Executive, and Manager of the Account Executive Team. During this period Doug surpassed 4 million in full, partial, group, and suite revenue. In July of 2014 Doug was promoted to Ticket Sales Manager and now oversees a staff of 30 associates who sell for the New Jersey Devils & the Prudential Center. Doug's main focus as a Ticket Sales Manager consists of recruitment, culture, training, career building, and teamwork.



**Dustin McCorkle – Manager, Ticket Sales
New Jersey Devils**

Dustin McCorkle graduated from Texas Tech University where he got his start in sports. Recognizing his passion for working in the industry he accepted a Ticket Sales Associate position with the Atlanta Hawks ticket sales program. Through his hard work and competitive nature he was able to grow his career into an Account Executive for the New Sales Department after six months. He found his strength in working with corporate Atlanta and transitioned into the Premium Sales Staff where he was a top performer. This process opened the door for him to take his next

promotion to Executive, Premium Sales and Corporate Partnerships where his focus was on selling high-end inventory and sponsorship deals. Through Dustin's commitment to the organization and leadership in the POD program in Atlanta he was able to grow into a management role with the New Jersey Devils where he is currently growing careers and overseeing the development of TSA's.



**Dave Baldwin – Sr. Director, Premium Sales & Business Development
Miami Dolphins**

Dave Baldwin joined the Miami Dolphins in November 2013. Now with his third team, Baldwin has overseen all new sales functions for the Dolphins. In 2014 he oversaw a rebuild of the Ticket Sales department, highlighted by a Group Sales focus that exceeded the all-time NFL Group Sales Record by 30%. Baldwin was part of a leadership team that increased ticket sales revenue by nearly 20% in 2014. Currently he's responsible for over \$20 million in new business, directly overseeing both the Premium Sales and Business Development departments. Prior to joining the Dolphins, Baldwin served as Director of New Business Development with the Phoenix Suns and Mercury. While in Phoenix his teams exceeded all their sales goals and achieved almost 30 senior staff promotions in two years. Baldwin started his career with the Atlanta Hawks & Thrashers in Inside Sales. As one of the top producers within the Atlanta organization for two seasons, he quickly took on additional responsibilities and was groomed for a career in ticket sales management. Baldwin received his Bachelor of Science Degree with a Major in Business Administration / Sports Management from Aquinas College where he was a member of the Men's basketball team. Dave currently resides in Aventura, FL with his wife Mary.



**Moni Gerbini – Manager, Membership Development
Miami Dolphins**

Moni Gerbini joined the Miami Dolphins in December of 2013. Now in her third position with the team, Gerbini oversees the Membership Development Team, alongside co-manager Brendan Boyle. In this role, Gerbini is responsible for the recruiting efforts and development of the entry level sales team that functions as a feeder system to the Dolphins full time sales staff. Gerbini began her sports sales career with the Dolphins as an Account Executive of Membership Development and spent a year focusing on selling and servicing high net worth individuals and top C Level Executives in South Florida. As an Account Executive, Gerbini quickly emerged as an up and comer by closing on a 3-year annual suite contract within four months of joining the team and earned the 2014 Culture Award on completion of her

first year. Prior to moving into management, Gerbini was a Premium Sales Account Manager with an emphasis on selling club seats and new luxury seating experiences. Gerbini received her Bachelor of Art in Environmental Studies from University of Vermont and currently resides in Aventura, FL with her husband, Ray.



**Brendan Boyle – Manager, Membership Development
Miami Dolphins**

Brendan Boyle joined the Dolphins in March of 2014 as a Senior Account Executive and Team Lead of the Business Development team. After a year focusing on selling and becoming more involved in the recruiting and training of the Membership Development reps, Boyle was promoted to Manager of Membership Development. In his current role, he co-manages the Membership Development department of 17 representatives and is responsible for recruiting, training, and developing entry level reps. Boyle got his start in professional sports as a member of the San Diego Padres Inside Sales team where he was one of the top producers on a team that exceeded \$3 million in Membership revenue. Boyle was then promoted to an Account Executive. As an Account Executive, he was a top producer and was a significant contributor to a sales and service team that was recognized by Sports Business Journal as Major League Baseball's number one ticket sales and service team two years in a row. A California native, Boyle earned his Bachelors of Arts in History and Philosophy from the University of California Santa Cruz in 2009. Brendan currently resides in Fort Lauderdale, FL.



**Adam Vogel – Director, Inside Sales
New York Mets**

Adam is an alumni from the September 2011 Sports Sales Combine held in Pittsburgh, PA. Shortly thereafter he began his sport selling career with the Pittsburgh Pirates. It was there where Adam was later promoted from Inside Sales to New Business Account Executive and served as a top producer within the department. In November 2013, Adam joined the Miami Dolphins to co-lead their Membership Development Associate team as the organization rebuilt their entire sales department and culture. This past May (2015) Adam joined the New York Mets as their Director of Inside Sales. Adam currently resides in Astoria, New York.



**Jon Adler – Manager, Ticket Sales
Atlanta Hawks**

Jon began his career with the Hawks in the Sales Development Program in January of 2012 after attending the University of Michigan. He was then promoted to the position of Membership Consultant in August of 2012, and Senior Consultant, Membership Sales and Development in November 2014 where he was a top sales contributor in both positions. In March of 2015, Jon took over as the Manager, Ticket sales for the Atlanta Hawks where he manages the Sales Development Program. He is responsible for training, recruiting, and growing the careers of the individuals in that department.



**Angela Spence – Account Executive, Group Sales
Atlanta Hawks**

Angela Spence has been working with the Atlanta Hawks since June, 2013 in the Group Sales Department. Angela came to the Hawks from the Los Angeles Clippers, where she spent her Inside Sales tenure. Before starting her career in the NBA, she played and coached at Hawaii Pacific University. Originally born in Hawaii, she was raised in California and still has family that resides there.



**Jordan Cannon – Manager, Organizational Business Development & Recruiting
Cleveland Cavaliers**

Jordan began his career in the AFL with the Philadelphia Soul. After seeing the team fall short in the Arena Bowl, he decided to move North and took a Senior Account Executive role with the AFL affiliate of the Philadelphia Flyers, Adirondack Phantoms. He then moved out West to the Sacramento River Cats. He came into the organization as the manager of inside sales and after a year was promoted to senior manager of inside sales. During his time with the River

Cats he was part of a management team that led the PCL in attendance year after year. This is his first season with the Cleveland Cavaliers as the manager of organizational business development.



**Grant Hesselbart – Manager, Organizational Business Development
Cleveland Cavaliers**

Grant started his career within the Cavaliers organization as an Inside Sales Representative with the Lake Erie Monsters of the American Hockey League. Grant has also held positions as Client Relationship Specialist and Senior Business Development Specialist with the Lake Erie Monster and Cleveland Gladiators (AFL). He recently made the move over to the Cavaliers after four plus years of selling for the Cavaliers minor league properties.



**Alan Aldwell – Sales Manager, B.U.C.S Academy
Pittsburgh Pirates**

Alan grew up just outside of Washington D.C. in northern Virginia then went on to attend East Carolina University, also the Pirates! After graduation he spent a year with the Toronto Blue Jays Florida Operations before moving to Pittsburgh in October of 2012. After six months in the Pirates B.U.C.S. Academy, he was promoted to an Account Executive position on the Service and Retention team where he quickly became an enthusiastic leader. He currently oversees the B.U.C.S. Academy and is in charge of recruiting, hiring, training and developing professionals in the program.



**Nate Bell – Account Executive, New Business Development
New York Mets**

Nate originates from the Albany, New York area where he was born raised as a diehard Syracuse fan. He broke into the sports industry in the summer of 2013 with a tickets sales and service internship at PNC Park with the Pittsburgh Pirates. After graduating from SUNY Cortland in 2014, he immediately joined the Pirates BUCS Academy team greatly due to the relationships built as an intern . After a few short months of developing his sales craft, he was promoted to an Account Executive position with the New Business Development team. Nate is extremely passionate assisting local companies to use the Pirates as a business tool and aspires to rise into management in the near future.



**Elliott Crichfield – Manager, Inside Sales
Denver Nuggets**

Elliott grew up in Eighty Four, PA, and graduated from West Virginia University. He was also a proud member of the military, where he served in the West Virginia Army National Guard for 7 years. Elliott started his Sport Sales career with the Pittsburgh Pirates, as an Inside Sales Representative in October of 2010. He finished as the top revenue producer in his class, and was promoted to Account Executive, Group Sales in July of 2011. He joined the Denver Nuggets in August of 2015, as the Manager of Inside Sales.



**Justin Dunn – Manager, Inside Sales
Columbus Blue Jackets**

Justin Dunn, Manager of Inside Sales, started with the Columbus Blue Jackets in 2012 as an Inside Sales Representative. Justin earned the Calder Memorial Trophy, a recognition as the leading producer in Inside Sales. Justin was promoted to Season Ticket Service Coordinator where he became a two-time winner of the Bill Masterton Award, which is a team voted on award for leadership. Justin is a proud Ohio University alumni.



**Josh Young – Director, Inside Sales & Recruiting
Cleveland Browns**

Josh joined the Browns in 2013 after serving as Sr. Director of Sales for the Houston Aeros (AHL). During his time in Houston, he led a team that set franchise records in Group and Season Ticket revenue. Upon joining the Browns, Josh was tasked with creating the team's Inside Sales program in order to develop talent within the organization. With the help of their Inside Sales team, the Browns have set franchise records in New Season Ticket and Group revenue for three consecutive seasons.

ABOUT LEGENDS



**Dan Jankoski – Manager, Inside Sales & Premium Seating
Legends Global Sales at the University of Notre Dame**

Dan Jankoski is in his four year of employment for Legends Global Sales is in his second year at the University of Notre Dame, serving as a Manager of Inside Sales & Premium Seating. Jankoski previously worked with the Jacksonville Jaguars of the National Football League as an account manager before heading to Notre Dame. Prior to his time in Florida, Jankoski was a corporate account executive with Major League Soccer's New York Red Bulls after having spent five months with the Deutsche Bank Championship in the Professional Golf Association's corporate partnerships department. Jankoski graduated from James Madison University in 2011 with a bachelor's degree in sports and recreation management, with a double minor in business and computer information systems. Hailing originally from Princeton Junction, N.J., he now resides in South Bend, Ind.



**Paul Bee – Director, Ticket Sales
Detroit Red Wings**

Paul was a two sport athlete and graduate of Aquinas College in Grand Rapids Michigan. Paul started his career in Inside Sales with the Cleveland Cavaliers where in his four and a half years on staff was a Group Events Specialist, then a Business Development Specialist. He joined the Detroit Red Wings in 2010 to help start their first Group Sales

Department. Since that first opportunity, he earned the title of Inside Sales Manager, then Group Sales Manager, then on to his current title of Director of Ticket Sales.



**Chris Weddige – Manager, Sales Development Program
Chicago Cubs**

A native of Naperville, Illinois, he recently returned back to Chicago after time spent at the University of Kentucky and the Atlanta Hawks. Through finding success as both a salesman and sales manager, his passion is to lead and inspire others to grow their careers in the great industry of sports sales. Each day is a new challenge and opportunity to evolve both professionally and personally as he looks to grow the attendance numbers at Wrigley Field while maximizing revenue and efficiency along the way. Amidst their current \$575 million Wrigley Field Restoration Project, they have countless exciting experiences ahead for their organization.



**Andy Blackburn — Director, Ticket Sales & Premium Seating
Chicago Cubs**

Andy joined the Cubs in June of 2010 and was promoted to director of ticket sales in August of 2013 ... Andy's teams are responsible for all suites and premier seats (including the PNC Club), new season ticket sales, and group sales ... Andy brings with him over 11 years of media and sports sales experience. Before joining the Cubs, was director of sports sales and sponsorship at Time Warner Cable for five years beginning in 2005. Was in the affiliate sales department at ESPN and The Walt Disney Company from 2001-05. His team experience comes with stints at both the Chicago Blackhawks and Detroit Pistons. Graduated from Miami University in Oxford, Ohio, in 1998 with a marketing degree. Andy resides in downtown Chicago with his wife, Jill, and two daughters: Charlie and Drew.



**Ben Cobleigh – Director, Ticket Services & Sales Development
Washington Nationals**

Ben was born and raised in Maryland, and graduated from the University of Maryland with a degree in General Business. He started his career in Inside Sales working for Monumental Sports, the group that owns and operates the Washington Wizards, Capitals, Mystics and Verizon Center. Ben worked at Monumental Sports as a Regional Sales Manager, Manager of Inside Sales and Director of Ticket Services before joining the Washington Nationals in 2014. In his current role, Ben oversees all Season Plan service and retention for the Nats as well as overseeing the Inside Sales new business program.



**Jeff Czachowski – Manager, Sales & Service
Eastern Michigan University Athletics with the Aspire Group**

Jeff Czachowski is the current Director of Ticket Operations & Manager of Sales for the Eastern Michigan University Athletics Fan Relationship Management Center, and has held the role since July 2015. Previously, Jeff was a Team Leader for the University of Maryland Athletics FRMC from 2012-2015. Prior to joining The Aspire Group in 2012, Jeff has also worked for the Saginaw Spirit (OHL), Detroit Pistons (NBA), Port Huron Icehawks (IHL), Bossier-Shreveport Mudbugs (CHL), and Columbus Blue Jackets (NHL).



**Bob Hamer – President & Founder
Sports Business Solutions, LLC**

Bob owns and operates Sports Business Solutions, LLC, a company committed to finding and developing future leaders in sports business. The company does everything from individual coaching, consulting, and development of candidates to hosting training events and job fairs. Through Bob's strong network of hiring managers, they also do recruiting and placement for more than 80 sports teams and properties all over the country for all types of positions. Prior to that Bob was the VP of Sales & Service for the Phoenix Suns where he oversaw all aspects of the Suns ticket sales & service business. He grew into that role internally from an inside sales position with the Suns, in total he spent 8 years with the Suns in 7 different positions, 4 years as a seller and 4 years as a manager & leader. Originally from Orange County, CA, Bob graduated Cum Laude from the University of Arizona in 06' with a degree in Business Management. He current lives in Phoenix, AZ.