# #chatsportsbiz Recap: Open Forum September 8th, 2016



This week on #chatsportsbiz the topics was interview tips with sports jobs. Bob Hamer (@SportsBizBob) asked about what is best to remember during interviews. The chat focused in on topics that are essential for those looking for jobs within the field. Whether you are leaving college and entering the work force, or just looking for a job in the sports industry, these are the “need to know” tips covered in this week’s #chatsportsbiz

Question 1: When interviewing for a #sportsbiz job, what is the most important thing to remember?

“Remember to be calm and confident” – Derek Sparks, Works in tickets at the University of South Dakota (@sparkd12)

“Honesty and being yourself. We can see past those who aren't” – **Brett Zalaski**, Founder and Trainer for Get After It Sales (@bzalaski)

“Be honest & detailed about your previous experience/results. Passion for job opportunity not a fan of team” – **Jon Klein**, General Manager at University of Memphis for IMG Learfield Ticket Solutions (@JonKlein1)

“Go in with prepared questions to gain valuable insight” – **Jeremy Dinkin** (@jeremydink)

“Know what you want. I don't want some1 looking for a 'stepping stone'. I want some1 willing to work hard and create a career” – **Taylor Silva** (@tsilva)

“The mission and vision statement of the team” – **Luke Johnson** (@LukeJohnson)

***Helpful hints:***

Show a passion for the position you are interviewing for. Show the hiring manager what about makes you specifically best fit for the job. Always remember to relax and be confident in yourself when entering an interview. Doing power poses before going into an interview can result in a more confident and successful interview.

Question 2: What is one thing you wished more job candidates did during their interview?

“Interview us, it’s a 2 way street, you can win or lose interview in the questions u ask, preparation is key” – **Elliott Crichfield**, manager of Inside Sales Denver Nuggets (@E\_NugTixSales)

“ A candidate that can take an interview and make it into a conversation, always scores more points” – **Courtney Blake**, Manager of Inside Sales for the Sacramento Kings (@Courtney\_Kings)

“Ask questions to understand what their life will be like day in and day out. Specifically IS, know what you’re signing up 4” - **Taylor Silva** (@tsilva)

“Ask non-work questions. Favorite movie, food, music, etc. Great indicator of culture and fit” – **Karlis Kezbers**, Director for Business Intelligence and ticket strategy for the Oklahoma City Thunder (@KarlisKezbers)

“Be honest if you don't feel like making a lot of phone calls is for you! Lets not waste each other's time” - **Jon Klein**, General Manager at University of Memphis for IMG Learfield Ticket Solutions (@JonKlein1)

***Helpful hints:***

Talking about where you have been successful in your past in positions similar to the one you are being interviewed for is important. Show the manager as to why you would be a good fit and tell he/she what was successful about you in that role.

Question 3: What's a question that surprised you in an interview, and how'd you answer it?

“Would you rather: 1) shadow a team for a week 2) judge the NBA dunk contest 3) spend a week on vacation. Chose option #1” – **Kolin Goff** (@KGthasme)

“If there was a movie about you, who would play you and why? [#chatsportsbiz](https://twitter.com/hashtag/chatsportsbiz?src=hash) I said Jeremy Piven becuase he's funny/fiery” - **Derek Sparks**, Works in tickets at the University of South Dakota (@sparkd12)

“If you were an animal what would you be? I said Jaguar, quick on my feet to find solution” – **James Head Jr**, Premiuim Suite Sales Executive (@J\_Head8)

“My question, if you had to pick a celebrity to play you in the movie of your life, who would it be and why?” - **Elliott Crichfield**, manager of Inside Sales Denver Nuggets (@E\_NugTixSales)

“Where do you get your motivation from?" Never been asked that before. For me, it's Faith, Family, Future Aspirations” – **Troy Witt** (@Trizzy\_Troy)

***Helpful hints:***

When I was interview the weirdest question I was asked was what my spirit animal was. I answered that I was a turtle because I was quiet, however I spoke up and “came out of my shell” to spoke when I felt it was necessary to step in.

Question 4: What questions are important to ask the people/team you’re interviewing with?

“Ask about hiring manager, leadership team and culture, all must align with your beliefs to find best fit” - **Elliott Crichfield**, manager of Inside Sales Denver Nuggets (@E\_NugTixSales)

“I think it's important to know what qualities they're looking for in the successful candidate” - Derek Sparks, Works in tickets at the University of South Dakota (@sparkd12)

“How do you see this role evolving and adding more responsibility over time” - **James Head Jr**, Premiuim Suite Sales Executive (@J\_Head8)

***Helpful hints:***

Asking about the team environment is important in an interview. You need to seek out if the job is going to be a good fit for you. You do not want to waste the time of the hiring manager, and your own if the job is not going to be a good fit overall.

Question 5: Hiring managers, what's the #1 reason most candidates don't get a job offer from you?

“They don't come prepared and they don't want to earn the job. Prove to me your desire” - **Brett Zalaski**, Founder and Trainer for Get After It Sales (@bzalaski)

“I want to get my foot in the door", and just work in sports, I want passion for sport sales, not sports” - **Elliott Crichfield**, manager of Inside Sales Denver Nuggets (@E\_NugTixSales)

“Other than unqualified? Safe, standard answers so they blend in with the group, not standing out” – **Jason W. Rocco** (@JasonWRocco)

***Helpful hints:***

When interviewing for sales you want to be sure to focus on that. Saying you want to be the General Manager of a team one day is going to lead your interview in the wrong direction. If you are not focused on selling the offers will not come.

That’s the recap for this edition of #chatsportsbiz. Don’t forget to join us on Twitter next time on Thursday, September 22nd at 6pm PST. Make sure you’re following Bob Hamer (@SportsBizBob) to catch our next topic!

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