# #chatsportsbiz Recap: Open Forum August 25th, 2016



The topic for this week’s #chatsportsbiz is Twitter’s choice! Bob Hamer (@SportsBizBob) asked you what you wanted to know about working in the sports business industry. From internships, entry level jobs, and interview tips we’ve got you covered this week with this edition of #chatsportsbiz.

**Q1: If you could go back in time to your jr year of college, what tips would you give yourself/what would you do differently? - Trevor Anderson (@TAndersen5)**

**“I would’ve done more stats/biz analytics classes. Adjusted for how digital mktg is measured”- Geoffrey Blosat, Digital Analyst for the Washington Redskins (@GeoffTBlosat)**

**“Summer internship with a sports team and reach out to current sales managers to pick their brains”- Andre Luck, Director of Season Ticket Sales for Houston Astros (@andreluck2)**

**“Network more with hiring managers, it’s not who you know but who knows you, need to be top of mind”- Elliott Crichfield, Manager of Inside Sales for Denver Nuggets (@E\_NugTixSales)**

**“Tap into your program as well. Profs/alumni are great starting points 4 warm intro”- Mike Mendolia, Group Sales & Service Account Executive for Pittsburgh Pirates (@Mikemendolia\_17)**

Other Notes: Look to your fellow students and see if there are any sports business related clubs you can join. It’s never too early to start creating your professional network. Build a professional relationship with your professors, they can be great resources/recommendations when you’re applying for your first internship.

**Q2: What is expected of an entry level sales rep as far as education, experience, etc.? –** Leonard Patton (@leonardmpattion)

“We abide by “hire characteristics train skill’ rule i.e. optimism, grit, coachability. Not worried about sales exp/major”- **Eric Platte,** Sales Director of Atlanta Hawks (@EricPlatte)

“College degree preferred, looking more at personality, persistence, professionalism and their story”- **Andrew Sidney**, Manager, Group Tickets and Inside Sales for Houston Rockets (@Andrew\_Sidney1)

“Hate to over simplfy but I’ll take a strong desire to sell (and job/internship exp to prove it) every time” –**Josh Young,** Director of Group & Inside Sales for Cleveland Browns (@josh8young6)

Other Notes: As an entry level hire you must be willing to learn; you basically know next to nothing compared to the managers that hired you- be a sponge of knowledge! Don’t be in sales if you’re not looking to sell. Find your spark about selling and then polish that spark, there’s always room for improvement.

**Q3: How important is finding a mentor in #sportsbiz to helping u grow, and what should you look for in a mentor?**

“Incredibly important. Lucky enough to have 2 grt ones. Looks for some1 willing to sacrifice their own interest to be honest”- **Taylor Silva** (@tsilva11)

“Focus on someone who is process driven, values career growth, and has a track record for developing talent”- **Kenny Koperda,** Senior Director of New Business Development for New York Mets (@KKoperda)

“Very important. Find a mentor that will help you grow personally/professionally. Age is just a number- be open to anyone”- **Lenore Shimon** (@lenoreshimon)

“Vital. Someone who will take time out of schedule to help you learn the ropes, grow your skill set”- **Ian Winklmann, Director of Ticket Sales for Harlem Globetrotters** (@winklmann)

Other Notes: Mentors are great for many different reasons. Be honest with your mentor in what you would like to see from the relationship. Send thank you notes! Also, when you’re in a position to be a mentor to someone- do it! This industry is about giving back and helping pave the path for new members, remember where you came from and who helped you along the way.

**Q4: The #sportsbiz is a grind. How do you deal with the long hours and not burnout?**

“No such thing as work/life balance, it’s work/life synergy, find outlet outside that makes you 100% at work”- **Elliott Crichfield,** **Manager of Inside Sales for Denver Nuggets (@E\_NugTixSales)**

**“MUST take care of yourself and your mind. Regular exercise, vacations can do wonders to keep a positive mentality”- Ian Winklmann, Director of Ticket Sales for Harlem Globetrotters** (@winklmann)

“Burnouts occur when you don’t embrace your current position as a launching pad to achieving long term goals”- **Josh Young,** Director of Group & Inside Sales for Cleveland Browns (@josh8young6)

Other Notes: Take care of yourself! If you’re not able to mentally re-charge when you get off the clock your next work day could take a big hit. Find a passion outside of the sports world that gives you something to look forward to on your days off. A positive mindset will go a long way in preventing burnouts.

**Q5: What’s different about the #sportsbiz industry vs. 10 years ago?**

“Amount of quality young talent coming out of college annually”- **Joseph Barbarito** (@jbarabarito)

“Level of sophistication is so much higher. Working smarter. Using data to drive decisions. New channels of distribution”- **Ian Winklmann, Director of Ticket Sales for Harlem Globetrotters** (@winklmann)

“More teams focused on proactive outbound selling which means more job opps, better technology to increase rep efficiency”- **Andre Luck, Director of Season Ticket Sales for Houston Astros (@andreluck2)**

Other Notes: From a personal perspective, I don’t know much about what was going on in the sports industry 10 years ago (I was a freshman in high school). For me this question made me think of how the sports industry will be 10 years from now. I believe there will be more interaction with ticket buyers and more data we collect about them, will lead to an extremely personalized experience for each buyer. The business side will have information that will make the fan’s game experience a unique and memorable event.

That’s our recap for this edition of #chatsportsbiz. Don’t forget to join us on Twitter next time on Thursday, September 8th at 6pm PST. Make sure you’re following Bob Hamer (@SportsBizBob) to catch our next topic!

-Jordan Wetherbee

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