

Assistant Director, Ticket Sales & Retention
Auburn University

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Posted Apr. 16, 2025, set to expire Oct. 31, 2025

Job Title	Assistant Director, Ticket Sales & Retention
Department	Athletic Ticket Office
Institution	Auburn University Auburn, Alabama
Date Posted	Apr. 16, 2025
Application Deadline	Open until filled
Position Start Date	Available immediately
Job Categories	Associate/Assistant Director
Academic Field(s)	Athletics
Job Website	https://www.auemployment.com/postings/52584
Apply By Email	
Job Description	

Job Summary

Auburn University Athletics is excited to begin the search for an Assistant Director of Ticket Sales & Retention! This individual will serve as an active member of the outbound ticket sales team for Auburn University Athletics. The Coordinator of Ticket Sales is responsible for selling a full menu of ticket options to athletics events and soliciting contributions to Tigers Unlimited Foundation.

Essential Functions

- Conducts daily outbound calls and touch points to prospects for full season, mini plans, group, and single game tickets for football, men's and women's basketball, baseball, softball and gymnastics.
- Calls current and previous ticket buyers and cold-calls new leads to generate sales.

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- Cultivates current and past groups and new prospects to generate sales.
- Contacts area businesses, youth organizations, and other large groups to promote the group ticket program.
- Works all home football game days and other athletic home events as determined by the Manager for Ticket Sales and Assistant Athletics Director for Ticketing to service ticket buyers.
- Achieves and exceeds weekly, monthly, and annual sales goals by performing daily outbound calls and setting face-to-face meetings and tours.
- Provides superior customer service to prospects, ticket buyers and donors throughout the season.
- Develops relationships across the department within all Auburn Athletics external units and Tigers Unlimited Foundation.
- Works closely with the Manager of Tickets sales to create new revenue generating ideas. Job requires ability to work a flexible schedule, including weekends, holidays, and evening hours.
- May need the ability to travel as needed to complete job duties and responsibilities. May perform other duties as assigned.

Why Work at Auburn?

- **Life-Changing Impact:** Our work changes lives through research, instruction, and outreach, making a lasting impact on our students, our communities, and the world.
- **Culture of Excellence:** We are committed to leveraging our strengths, resources, collaboration, and innovation as a top employer in higher education.
- **We're Here for You:** Auburn offers generous benefits, educational opportunities, and a culture of support and work/life balance.
- **Sweet Home Alabama:** The Auburn/Opelika area offers southern charm, vibrant downtown scenes, top-ranked schools, and easy access to Atlanta, Birmingham, and the Gulf of Mexico beaches.
- **A Place for Everyone:** Auburn is committed to fostering an environment where all faculty, staff, and students are welcomed, valued, respected, and engaged.

Ready to lead and shape the future of higher education? Apply today! War Eagle!

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Contact Information

Please reference Academickeys in your cover letter when applying for or inquiring about this job announcement.

Contact

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