



NASHUA SILVER KNIGHTS 2023 SUMMER STAFF APPLICATION

Name: _____

E-Mail: _____

City: _____ State: _____ Zip: _____ Cell: _____

School: _____ Expected Graduation Year: _____

Major: _____

A successful candidate will be required to work days, nights and weekends from the end of May into the middle of August. Furthermore, candidates must demonstrate the ability to make the position with the Silver Knights their top priority during the summer months.

Please indicate below the position(s) you are interested in applying for.

_____ **Director of Sales (Full-Time):** The Director of Sales is responsible for managing all sales operations, including maintaining sales reports, creating prospect lists, and meeting sales targets. In addition to being an excellent communicator, our ideal candidate will also demonstrate exceptional negotiation and leadership skills. This position will train and lead seasonal ticket sales staff members. Furthermore, the Director of Sales will work directly with customers to better understand needs to cultivate lasting relationships with to grow customer loyalty.

_____ **Food & Beverage Operations:** Food and beverage positions involve high level customer service, supervision of cash flow, vendor relations, working with concessions manage to ensure productive and efficient operation on a nightly basis, management of a stand (including, but not limited to, daily inventory, setup, cleanup), and delivery assistance.

_____ **Ticket Sales:** Ticket sales positions involve enthusiastic sales tactics including, but not limited to, prospecting, cold calling, and scheduling sales meetings with potential customers. Responsible for meeting weekly call benchmarks as well as proving detailed reports of call history using CRM system. Sales include group outings, catered picnics, luxury suite reservations, birthday parties, and baseball camp.

Please contact GM Cam Cook at cam@nashuasilverknights.com with more questions.

_____ **Merchandise:** During game-day, this position will focus on managing inventory in the merchandise stand, assisting in post-game inventory and replenishment, and reconciling cash drawer. Other tasks may include assisting in game-day operations.

_____ **Social Media/PR:** This position includes a large focus on grass roots marketing initiatives with creativity being a necessary skill. Additionally, strong writing skills and basic design skills are preferred. Each night, it is your responsibility to make the ballpark experience special for all fans, from in-game production to crowd interaction. Other tasks include writing press releases, creating stat sheets, attending community appearances, along with helping to maintain a strong, professional social media presence.

_____ **PA Announcer/Video Board:** This position requires someone to be very comfortable with their own voice being heard by thousands of fans. Additionally, you must develop your own script for what needs to be announced during each game. A staff member in this position must assist in making audio and video board aspects of entertainment engaging.

_____ **On-Field Host:** This position is perfect for someone who is outgoing and who does not mind talking in front of thousands of people. The on-field host must be able to bring energy to our crowd in-between innings and during dead periods throughout the innings. During the day, you may also help with public relations.

_____ **Stadium Operations:** This position consists of helping out with improvement projects throughout the stadium. Additionally, game-day set-up/clean-up will be a main focus. Tasks include kids zone supervision, trash and bathroom checks throughout the game, and tarp pulls. We are looking for someone who is flexible with doing different tasks throughout the season and has a problem-solving mindset to help us maximize our utilization of the stadium.

_____ **Video Broadcaster:** This position is responsible for live video broadcasting of all home games. Home games are streamed using Blue Frame Technology, Production Truck and Sling Studio software. The video broadcaster would also be tasked with setting up cameras around the stadium prior to the start of the game.

_____ **Clubhouse Director:** This position would be perfect for someone who wants to get more involved with the baseball aspect of the organization. Prior to each game, you would be responsible for equipment management, including laundry services, rubbing baseballs, and setting up helmets/bats in the dugout. Additional tasks include providing pre-and post-game meals for both home and away teams, and the umpires assigned to the game. During games, this position would be in the dugout assisting any of the coaches in what they need. Opportunities to travel to away games are also included.

All summer staff positions may include assistance in group sales calls, tarp pulls, stadium maintenance and clean-up, grass roots off-site marketing, and all other duties assigned by the general manager.

Will you be receiving college credit for this summer position (please circle)? YES NO

Silver Knights season begins May 24 and concludes mid-August. Would you be able to complete the full date requirements of the position? Yes _____ No _____

If no, when would you be able to start/finish? _____

Please contact GM Cam Cook at cam@nashuasilverknights.com with more questions.