

Job Title: Business Development Manager

Reports To: Vice President of Sales

Location: Remote

Timing: Starts January 1, 2026; Part time hours

Position Summary: A position in the fun and exciting, fast-paced business of sports is now available. SellOutSource, and its multiple clients in professional sports, are seeking several motivated, teachable, fearless, positive, out-going, reliable people with a genuine interest in sales as a career to join our growing team. You will be responsible for a consistent outbound sales effort, mainly phone calls, with the goal of qualifying ticket plans and group sales leads for our clients. This is a remote position.

SellOutSource is a sales and marketing outsourcing company, focused mainly in the sports and entertainment industry. We handle the marketing, prospecting, and outreach for ticket plans, group sales, and sponsorships for multiple sports teams and organizations. We help drive revenue and attendance by generating qualified new sales leads through our effective sales outreach and marketing system. We believe in honesty and integrity in everything we do, and the consistent actions and great attitude of our entire team will lead us to success. We're growing rapidly and seeking new teammates to join our company immediately. Visit www.selloutsource.com for information about our company.

Essential Duties:

- Consistent outbound sales efforts via phone calls, to local businesses, clubs/organizations, and individuals with the goal of qualifying ticket plan, group sales, and/or sponsorship leads for the team's account executives.
- Maintain prospect details, contact intelligence, and account notes in database

Qualifications:

1. This is a sales position. **Previous outbound sales experience is required. Five (5) or more years preferred.** What we are looking for is hard-working, self-motivated, tough, fearless, and willing to pick up the phone and enjoys talking with people and businesses
2. Willingness to learn and improve
3. Excellent communication skills both written and verbal
4. Detail oriented, team player, goal-oriented, and up for a challenge

What we offer: Why SellOutSource

- This is a paid contractor position. Flexible hours-15 to 20 hours per week; Mon-Thur 8am-4pm; Fri 8am-12, mainly EST.
- Hourly rate plus bonus for every qualified lead you earn
- This is a remote position. Work from home, no need to move
- Selling sports is fast-paced and fun; Possibility of working for multiple teams
- Learn sales from industry experts, gain valuable sales experience, in a fun, encouraging culture where we offer continuous training and support
- We combine tried and true sales methods along with modern technology and marketing to increase your likelihood of generating new buyers for our clients

How to apply:

1. E-mail your resume to Chris Semmens at chris@selloutsource.com
2. Please include in the e-mail answers to the following questions:
 - Why are you interested in this position?
 - Would you have an issue picking up the phone and calling complete strangers about ticket opportunities?