

# Cleveland State Sport & Entertainment Management Program

## 50/50 Sales Interns

Fall Semester 2022



Monte Ahuja  
College of Business



### Job Description

#### Sales Intern

During this internship you will be working with Cleveland State University's new Sport and Entertainment Management Program in the Monte Ahuja College of Business. Your direct supervisor will be Professor Jim Kahler, the new director of this program and a former Sr. Vice President of Sales and Marketing for the Cleveland Cavaliers.

The Cleveland Browns Foundation will be the client for this sales internship, and you will be required to work all 10 home games for the upcoming 2022 season. Your primary responsibilities will be the pre-game and in-game sales of the Browns 50/50 Raffle benefitting Cleveland Browns Foundation's Stay in the Game Network and Shoes and Clothes for Kids, a Cleveland non-profit.

## **About The Cleveland Browns Foundation**

Established in 1999, the Cleveland Browns Foundation is dedicated to taking a solution-based, holistic approach to ensure Ohio youth receive the development and education they need as a means to independence and success.

The foundation is committed to every child receiving a high-quality education, and aims to identify opportunities, remove barriers and provide support for student empowerment. As an organization, we pride ourselves in being stewards of the community and strive to leave a lasting impact on generations to follow.

The Cleveland Browns Foundation launched the Stay in the Game! Keep Learning, Every Day Network in partnership the Ohio Department of Education and Harvard University's Proving Ground. The goal of the Stay in the Game Network is to increase student attendance at the state level and locally in partner districts and schools. The equation is simple: The more students attend school, the more prepared they are for future success.

❖ To learn more about the Cleveland Browns Foundation.

❖ To learn more about Shoes and Clothes For Kids.

## **ESSENTIAL DUTIES AND RESPONSIBILITIES**

- Direct sales of the Browns 50/50 raffle tickets outside First Energy Stadium (pre-game) and inside the facility up and until the end of the 3rd quarter.
- Being assigned to a group of five sales interns with one supervisor and assigned territory.
- Identifying season ticket holders in your assigned territory that are likely to be repeat customers throughout the season.
- Operating a simple point of sale device that allows for credit card purchases and the printing of each raffle tickets.
- Networking with Cleveland Browns Fans.
- Meeting with your supervisor for regular feedback and professional development discussions.
- Connecting with fellow sales interns during training and special on campus workshops where you'll learn more about the Cleveland Browns Business Operation and Foundation.

## **QUALIFICATIONS**

- Sales aptitude and an outgoing personality that is contagious.
- A student at Cleveland State University that has completed at least one year in your undergraduate education.

- Ability to secure transportation to and from First Energy Stadium. (A parking pass for each home game will be provided).
- Someone that has a sincere interest in the Cleveland Browns and learning more about the business of sports. (You'll have the opportunity to watch the 4th quarter and any overtime periods as guest of the Browns).
- Be able to work all 10-home regular season and pre-season games for the 2022 season along with any post season / playoff games.
- Students will have the opportunity to miss up to 2 games with advance notice and permission from the (See schedule below)

### **Cleveland Browns 2022 Home Schedule**

- Sunday Aug. 21 vs. Philadelphia Eagles (Preseason)
- Saturday Aug. 27 vs. Chicago Bears (Preseason)
- Sunday Sep. 18 vs. New York Jets
- Thursday Sep. 22 vs Pittsburgh Steelers
- Sunday Oct. 9 vs. Los Angeles Chargers
- Sunday Oct. 16 vs. New England Patriots
- Monday Oct. 31 vs. Cincinnati Bengals
- Sunday Nov. 27 vs. Tampa Bay Buccaneers
- Saturday Dec. 17 or Sunday Dec. 18 vs Baltimore Ravens (TBA)
- Saturday Dec. 24 vs. New Orleans Saints

### **Benefits**

- Compensation - Not applicable
- 3 Hours of Course Credit for completing the course
- Breakfast & lunch for each home game that begins at 1:00 pm.
- One meal for any game starting after 1:00 pm.
- Parking
- Opportunity to watch the fourth quarter and any overtime

### **To Apply**

- Send resume and cover letter to [j.kahler@csuohio.com](mailto:j.kahler@csuohio.com)
- Feel free to call ( 440 ) 781-7411 with any questions.