



Job Title: Manager of Ticketing

Location: National Thoroughbred League Las Vegas Headquarters or Remote

Reports To: Chief Marketing Officer

The National Thoroughbred League is looking is looking for a dynamic salesperson to serve as manager of ticketing.

The Mission of the NTL is to deliver the greatest sports and entertainment experience in the world. We bring joy, energy and excitement through our league of NTL teams. Safety of horses, jockeys and all participants are our priority. And innovation, inclusivity and sustainability are the core drivers of our future growth and value in the horse racing industry. The Value of the NTL are:

Passion: The National Thoroughbred League is driven by a passion for horse racing and a deep commitment to creating unforgettable experiences for its fans and stakeholders.

Excellence: The league is dedicated to achieving excellence in all aspects of its operations, from event management to marketing to innovation.

Teamwork, Respect, and Safety: NTL fosters a culture of teamwork and respect among its employees, participants, and partners. The league prioritizes the safety and well-being of horses, jockeys, and all individuals involved in its events.

Inclusivity and Community: NTL embraces diversity and inclusivity, striving to create a welcoming environment for all fans, participants, and stakeholders. The league actively engages with local communities and supports initiatives that promote the growth and sustainability of the horse racing industry.

Job Description and Responsibilities:

Job Location: Las Vegas or Remote

- Establish procedures in dealing with third party ticket agency such as: software product to extract ticket sale data for each event, establish an accounts receivable for ticket settlements with the box office.
- Create and maintain computer data base for accounting/tracking the following: actual vs. projected sales for evaluating marketing strategies; revenue contracts, revenue amounts and services rendered for each contract executed; program sales performance and spectator attendance for each event; complimentary tickets.
- Establish reporting process to create accounts receivable for all revenue contracts and provide payment schedule for the same.



- Serve as the departmental liaison with the box office.
- Establish process and benchmarks to measure revenue performance and profitability of each revenue contract.
- Create and periodically update a procedures manual for training program sellers to include: inventory control, sales methods, cash handling, sales performance expectations, employment conditions and evaluation, etc.
- Train and supervise program sellers.
- Prepare and maintain a master ticketing/promotions calendar of events.
- In cooperation with the box office, schedule box office hours and distribution of tickets
- Prepare, duplicate, and distribute all order forms for tickets and requests from special publics, and execute mail order and telemarketing sales strategies.
- Assist with creating group ticket packages.
- Supervise the handling of consigned tickets to and from NTL team owners, and sponsor groups.
- Prepare reports relating to promotion, marketing and sales goals, efforts and results.
- Evaluate and recommend changes in procedures and practices.

Requirements:

- At least 2-3 years of experience in ticketing and sales

Benefits:

- Competitive compensation package
- Ability to work remotely.
- Four Weeks PTO
- Home office setup
- Wellness Reimbursement

To Apply: Email HR@NTL.Racing

Additional Information

NTL provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.