



VIRTUAL ACADEMY

If you are a current college student interested in learning more about a career in sports, the Atlanta Hawks & State Farm Arena have an open door. The Virtual Hawks Academy allows students from across the country to receive a hands-on experience in the sports business world. Participants in the academy will receive a two-month long crash course in ticket sales and other aspects of sports business. Proponents of the program will be learning how to make sales cold calls, conduct virtual sales appointments, receive opportunities to have 1-on-1 meetings with Hawks senior level leaders, and much more. The end goal of the experience is to receive a strong understanding of sports business and could lead to internships or entry level sales positions with the Atlanta Hawks!

RESPONSIBILITIES:

- Meet virtually 1-2 times per week (2 hours total each week)
- Participation is key – Virtual meetings will be heavily focused on group interactions, participating in role plays, and continued learning from session-to-session
- Prepare for each meeting – most sessions will end with a task or video trainings that need to be completed on one's own time before the next meeting
- Develop relationships with full time Hawks employees by participating in scheduled meetings and by setting up additional meetings on one's own time
- Business acumen – come prepared to grow as a business professional, not as a sports fan

About Atlanta Hawks

Do you want to be a part of the most dynamic and diverse entertainment venue in Atlanta? If so, the Atlanta Hawks and State Farm Arena team is for you! We are committed to growing our family with genuine and fun people to host the best events downtown. No matter your experience, you will grow as a professional, be a part of the action, and make lasting memories for everyone.