

Marc Dombek

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EXPERIENCE

MEMPHIS EXPRESS, MEN'S PROFESSIONAL FOOTBALL TEAM, Memphis, Tennessee

Account Executive, October 2018-April 2019 (League folded)

- Integral part of sales and marketing for a brand new professional football team and league
- Helped start from scratch to build a brand, through promotions and bringing awareness to a new city
- Initiated, formulated, & operated numerous creative and unique events inside and outside the game day schedule for private and public membership organizations and their guests. Events included the Food Truck Rodeo, Fitness Competition, and other groups (such as schools and foundations). Coordinated pre-game, during-game, and post-game activities for multiple groups
- Finished top 2 in revenue for a shortened season

NEW YORK COSMOS, MEN'S PROFESSIONAL SOCCER TEAM, Garden City, New York

Account Executive, July 2013-April 2018

- Top Sales Associate for all five seasons, out of 15 Sales Associates
- Individually generated an average of \$95,000 in ticket sales revenue each year
- Developed, created and prospected new leads to grow sales through networking and research; grew a contact list of over 1,000 groups, businesses, and customers
- Managed all personal accounts
- Planned and coordinated game day and special event production and activities
- Represented the organization at outside events to sell ticket packages
- Selected, trained, and mentored new sales associates
- Maintained sales activity records to track trends

ADIDAS, THE ADIDAS GROUP, Charleston, South Carolina

Team Leader / Manager, January 2012-July 2013

- Demonstrated knowledge of product placement and movement
- Assisted with generating sales and revenue
- Tracked sales trends in order to provide better customer service and to drive productivity
- Managed and trained team members to effectively and proficiently sell and understand products

JACKSONVILLE JAGUARS, NATIONAL FOOTBALL LEAGUE, Jacksonville, Florida

Ticket Sales Consultant, June 2011-August 2011

- Successfully marketed and sold tickets to businesses, former ticket holders, and new clients, including guiding seat selection
- Represented the Jaguars at sales events to promote the franchise
- Serviced existing clients with all issues pertaining to their tickets

THE RESTORATION ON KING, A CHARLESTOWNE HOTELS PROPERTY, Charleston, S.C.

Concierge and Sales Representative, March 2010-June 2011

- Assisted clients with reservations for this new, AAA Four Diamond Award winning hotel
- Developed launch promotions and open houses
- Managed staff members, including housekeeping, valet, and bellmen
- Organized and assisted with special events, applying multi-tasking skills

WASHINGTON FREEDOM, WOMEN'S PROFESSIONAL SOCCER TEAM, Washington, D.C.

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Marc Dombek (continued)

Ticket Sales Representative, August 2008-August 2009

- Helped establish new team, including leading promotional kick-off events
- Built relationships with organizations and individuals to sell tickets and foster future business

BALTIMORE BLAST, MAJOR INDOOR SOCCER LEAGUE TEAM, Baltimore, Maryland

Director of Operations and Account Executive, November 2001-April 2008

Group Ticket Sales Associate, and Game-day Manager, November 2001- April 2008

- Planned and managed game-day operations
- Fulfilled ticket sales to organizations and groups
- Organized promotions for special group game invitations

D.C. UNITED, MAJOR LEAGUE SOCCER TEAM, Washington, D.C.

Coordinator of Game-day Operations / Contractor, 2002 Season-2009 Season

- Supervised pre-game events
- Assisted in marketing and promotional events
- Facilitated game-day team support activities and assisted with spotting for the broadcast director

D.C. UNITED, MAJOR LEAGUE SOCCER TEAM, Herndon, Virginia

Volunteer/Intern Coordinator, 2001 Season

Intern, Summer 2000

- Interviewed, hired, and managed summer interns and volunteers
- Prepared and supervised game-day events, including those on the field, inside and around the stadium
- Performed ticketing (including graphic design), marketing, operations and public relations tasks

CLEMSON UNIVERSITY ATHLETIC DEPARTMENT, Clemson, South Carolina

Assistant Athletic Events Manager, School Years 1999-2000 and 2000-2001

Practicum within PRTM Major, School Year 1998-1999

- Assisted in the planning of athletic events, and ensured that operations ran properly
- Controlled staffing, music, and message board for ACC basketball games
- Managed ACC soccer games, including staffing, transportation, field preparation, and field work
- Solicited and arranged half-time shows from sport teams in the community
- Supervised student employees at ACC athletic games
- Recorded publicly posted statistics during ACC basketball games

EDUCATION

CLEMSON UNIVERSITY, Clemson, South Carolina

- Bachelor of Science in Parks, Recreation & Tourism Management (PRTM), December 2000
- Concentration in Sports Management; Minor in Business Administration
- Research Paper entitled "Factors Influencing Athletes' Choices of Which College to Attend"
- Intramural Soccer; Sports Management Club; Carolina Recreation and Parks Association

COMPUTER SKILLS

Microsoft Windows, Word, Excel, and PowerPoint; Internet; Website Design; C++, Java Script, Archtics/TicketMaster