



## Virginia Symphony Orchestra

### JOB POSTING

Position: Part-time Teleservices Representatives  
(Telemarketing and Telefunding)  
Department: Marketing and Development  
Reports to: Sales Manager

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Do you enjoy symphonic music? Would you enjoy speaking with other music lovers?  
Then the Virginia Symphony has a job for you!

The Virginia Symphony Orchestra is seeking teleservice representatives to make outbound phone calls for fundraising, ticket and subscription sales. This is an hourly position with the ability to earn commission and bonuses. All representatives will be trained to use an appropriate calling script, but must be able to control a telephone conversation in a courteous and relaxed manner and feel comfortable representing the VSO while asking for a financial commitment.

#### Primary Responsibilities

- Conduct outbound calls to our donors and ticket holders to generate revenue for the VSO
- Meet or exceed personal and departmental revenue goals

#### Desired Qualifications and Skill Requirements

- Excellent verbal skills
- Proven track record in sales and/or fundraising
- Ability to work and think clearly under pressure
- Ability to work with a team
- Knowledge and appreciation of classical music
- Ability to engage in conversation with patrons

#### Description of Duties

Make outbound calls for sales or fundraising during the following hours: Monday through Thursday from 5:30 PM–9:00 pm and Saturdays from 10:00 am–2 pm (total of 18 hours per week).

#### To Apply

Please call Brooke Bates, Call Room Manager, between the hours of 2 pm- 4 pm at 757-213-1423