**INFORMATIONAL INTERVIEWS**

**Interview Source**:

* Name of Person: Bryan Gerber
* Title: Manager – Business Development
* Organization / Company: Learfield
* E-Mail or Phone Number: bryangerber@learfield.com

**Personal Information:**

* General Responsibilities: Maintain and improve upon current sponsor relationships and generate new business
* Likes: Building Relationships – Striving to Achieve Sales Goals
* Dislikes: The grind to find prospects that are the right fit
* Hours / Attire: 40-60 hours depending on time of season
* Pay / Benefits / Perks:
* Education: Master’s – Sport Administration
* Related Experience:

**Industry Information:**

* Salary Range:
* Turnover:
* Opportunity for Advancement: Yes - Plenty

**Tips for Students Aspiring Towards a Similar Position:**Obtain as much experience on the phone and prospecting as possible. Time management and organization are keys to being successful.