



# North Shore Navigators Internship Program Overview

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## About The Navs Internship Program

The North Shore Navigators is one of 12 teams in the New England Collegiate Baseball League. A Major League Baseball sponsored wood bat league, the NECBL attracts players from across the country showcasing some of the nation's premier prospects. In the 2010 MLB Draft over 100 NECBL players were selected by Major League Teams. The Navigators are deeply committed to the community and play their home games out of Fraser Field in Lynn, Massachusetts, a stadium referred to by the Boston Globe as "One of Greater Boston's best venues..."

The team has established a spring, summer, and fall semester internship program. This program strives to recruit the best student interns from colleges across the country while working closely with the faculty supervisor and academic program from which the student originates. The main goal of our program is to recruit students with a solid academic background that have a passion to enter the sport business industry. Student interns will learn about the business of baseball and the sports industry by helping the Navigators in all aspects of our business.

Our experienced staff of coaches and managers will provide one-on-one and group mentoring of interns assigned to specific functional areas of the team. These will include but not limited to the following eight (8) key areas:

### 1. Marketing and Merchandising

- A. Street Team activities, including assisting with mascot appearances at local community events
- B. Selling merchandise at games
- C. Recruit & manage fundraising partners

### 2. Public Relations

- A. Press Release and game summaries
- B. Media kit distribution & game day media hospitality & press box set-up
- C. Development and distribution of newsletters
- D. Broadcasting assistance
- E. Community outreach
- F. Host family and housing assistance/procurement

### 3. Facility Operations and Maintenance

- A. Between game facility management, maintenance, and preparation
- B. Security and safety planning
- C. Field maintenance & operations
- D. Facility Security

### 4. Game Day Operations

- A. Promotions & entertainment
- B. Concessions
- C. Pre-game preparation & volunteer management
- D. Gate coverage, fan welcoming, visibility, ushering
- E. Private party hospitality service

### 5. IT / Network Administration

- A. Management and maintenance of computer network systems

### 6. Ticket Sales

- A. Receive extensive training from experts in the field
- B. Learn how to organize, distribute and sell tickets
- C. Become familiar with all ticket options and packages

### 7. Baseball Operations

- A. Field manager assistance for practices and game days
- B. Team manager travel and equipment assistance

### 8. Athletic Training

- A. Work under a certified trainer, assisting in all aspects of athletic training with our players
- B. Run our First Aid station at the stadium

## Minimum Qualifications

- Candidates must be enrolled in applicable academic major with a minimum GPA of 2.5
- Candidates must be enrolled for academic credit for the entire duration of the internship with faculty supervision required
- Candidates interested in the internship opportunities must be available for 40 hours per week and may be required to work days, nights and weekends. Furthermore, candidates must demonstrate the ability to make the internship their top priority for the summer months.
- Understanding or interest in working in the sport business industry with knowledge of baseball as a business preferred.

*(Note: The specific semester of the internship may provide varying levels and exposure to different segments of the business)*