

JIM JAWORSKI

MILB
PROFESSIONAL

CONTACT

EDUCATION

**BACHELOR OF ARTS
MASS COMMUNICATION**
SAINT JOSEPH'S COLLEGE | 2003 - 2007

SKILLS

- Ticket/Group Sales
- Merchandise
- Sponsorship
- Marketing
- Community Outreach
- On-field Announcing
- Customer Service
- Budget Management

AWARDS

MINOR LEAGUE BASEBALL
GOLDEN BOBBLE HEAD AWARD
2017

THE NEWS JOURNAL
TOP 40 UNDER 40 IN VOLUSIA COUNTY
2015

AFFILIATIONS

- DAYTONA BEACH ROTARY MEMBER
- MAKING STRIDES AGAINST BREAST CANCER COMMITTEE MEMBER
- VOLUSIA COUNTY SPORTS ADVISORY BOARD MEMBER

EXPERIENCE

DAYTONA TORTUGAS / DAYTONA CUBS
GENERAL MANAGER | 2019 - PRESENT

- Set the all time attendance record for the Daytona Tortugas
- Oversee the day-to-day and gameday operations.
- Development and execution of promotional calendar that lead to a strong walk up and pre-sale for 70 home games.
- Personally generated over \$288,000 in corporate, group and ticket sales for the 2019 season..

ASSISTANT GENERAL MANAGER| 2013 - 2019

- Performed new employee orientations, internship coordination, customer service, group sales, corporate sales, ticket sales, on-field MC and budget management.
- Supervised 15 employees, managing and maintaining a fiscally sound budget.
- Key player in the team rebranding, stadium renovations and organization of marketing efforts.
- Secured over \$100,000 in revenue comprised of group ticket sales and sponsorship including the first ever multi-year naming rights agreement in Daytona Cubs history.

DIRECTOR OF GROUP SALES & MERCHANDISE| 2010 - 2013

- Management of all staffing, ordering of merchandise by assessing purchasing trends, and created innovative opportunities for fans to purchase products in the team store.
- Solely responsible for \$100,000 in advertising, tickets and sponsorship.
- Increased group ticket sales by \$20,000.
- Personally improved sponsorship sales by \$35,000 from previous season.

TICKET & GROUP SALES MANAGER| 2009 - 2010

- Structured and prepared the pricing for sales of group ticket and general ticket sales to exceed expected sales goals.
- Sold over \$40,000 in new groups, tickets, and advertising.
- Worked with other team members to accomplish daily operational tasks to maintain and improve the facility and atmosphere for customers.

LAKELAND FLYING TIGERS
OPERATIONS ASSISTANT | 2009

- Assisted in overseeing all aspects of daily complex pre and post game operations.
- Work directly with the General Manager and Detroit officials to facilitate preparation for the 2010 season.