

# Patrick L. Nieser

## Current Address:

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## Educational Background:

### **Ohio University - Athens, Ohio**

Master of Sports Administration

Master of Business Administration

Bachelor of Science in Sports Science, Major: Sports Management

Minors: Business Administration & Economics

Expected Graduation June 2011

Expected Graduation June 2010

Degree Received June 2008

### **The Ralph and Luci Schey Sales Centre Certificate Recipient**

Earned a certificate with a Sports Management focus in a highly selective program emphasizing direct sales experience. This program includes 28 credit hours of course work as well as various professional programs and activities aimed towards connecting academics and sales experience.

### **Ohio University Sports Sales Academy Presented by Jon Spoelstra and Mandalay Sports**

Member of the second graduating class from this select group of 28 students that received training in sales appointment setting, in-person presenting, handling objections, and helping corporations increase their sales.

**University School - Hunting Valley, Ohio**

Diploma Received May 2004

## Related Experience:

### **Orlando Magic Basketball**

Corporate Partnerships Intern. Assisted in partnership fulfillment, client relations, and new business research and development. Responsibilities included in-game inventory fulfillment, the execution of in-market promotions, and all partner ticket needs.

Aug. 2008 - June 2009

### **The Memorial Tournament**

Sales and Marketing Intern. Assisted in tournament hospitality, sponsorship fulfillment, and event operations.

May 2008 - June 2008

### **Cleveland Indians Baseball**

Fan Services Representative. Assisted in fan services including season ticket holder support with payments, deposits, seat selection, and single game sales.

Nov. 2007 - Dec. 2007

### **Cleveland Indians Baseball**

Corporate Marketing and Sales Intern. Assisted in partnership sales, client retention, business operations, and the ballpark's naming rights deal. Responsible for game day promotions, client and press hospitality, and game day operations.

March 2007 - Oct. 2007

### **Ohio University Athletics**

Assisted in the Business and Internal Operations department with athletic budgeting.

Sept. 2006 - Dec. 2006

### **The Superlative Group**

Spring Intern. Assisted in general sales and business operations for the 2004 Grand Prix of Cleveland and The Arnold Palmer Classic Golf Tournament.

April 2004 - June 2004

## Memberships:

Pi Kappa Alpha Fraternity

Ohio University Leadershape Institute Graduate

## Honors:

Sigma Alpha Lambda National Leadership and Honors Organization and The National Scholars Honor Society  
2007-2008 Brad Moorhead Scholarship, Dean's List Scholarship, Pi Kappa Alpha William Sutherin Scholarship, and Martha