

Contact: Bob Hamer  
bob@sportsbusiness.solutions



**PHOENIX, AZ** -- Sports Business Solutions and company president Bob Hamer are excited to announce the hiring of **Adam Vogel** to be **Sr. Director of Training & Development** for the sports business consulting company. This marks the third hire for the company in the last 12 months.

Vogel, with his industry sales training and consulting expertise, is coming aboard to help the company keep up with the growing demand for its sports sales training services. He'll be tasked with, providing support to the company's current list of more than 70 team and collegiate clients, as well as building new team partnerships. He'll also be working to create new sales training programs designed to utilize mobile and virtual technology in an effort to help more teams and individuals succeed in sports sales.

"I've known Bob for a long time and have always considered him to be a trusted partner and mentor as I've grown my career in sports. What he's built in only three and a half years is impressive and I wanted to be a part of it. I truly feel that Sports Business Solutions has the bandwidth to alter the industry in a big way." Said Vogel. He went on to add, "Bob needs help keeping up with the growing sales training business, and training sales people is my biggest strength. I think I can be a great asset to this team and I look forward to building on the foundation that's already been built. I can't wait to get out on the road and get started!"

Sports Business Solutions is based out of Phoenix, AZ and they provide sales training, business consulting and recruiting services to more than 70 sports teams, colleges, and properties throughout the United States and Canada. They also offer career services for sports industry job seekers.

Company Founder and President Bob Hamer says of the hire "I've been in the sports business for more than 12 years and have interacted with a number of sales trainers and leaders at teams over the years. Adam, is one of the strongest trainers and teachers of sports sales technique I've ever seen. He went on to add, "I always said, if I were to ever bring on additional trainers it had to be someone that had the pedigree, the industry success, the expertise and the passion for teaching. Adam has all of that and I'm confident with him now on board he'll elevate our sales training business to new heights"

Most recently, Vogel was the Director of Inside Sales with the New York Mets (MLB). His primary focus there was recruiting, hiring and training a team of sales professionals each year to sell Mets ticket plans, groups and suites. He was there for nearly 3 years and built that program into one of the most respected sales teams in all of sports. During his tenure there, he hired more than 60 people, trained and developed them, and helped 47 get promoted to senior level positions throughout the industry. The ticket sales revenue growth of his team(s) each year was an average of 150%. He was instrumental in helping create original department initiatives such as: the Mets' Management-In-Training Program, Speaker Series, Workshop Combine, Book Club and Back-to-Basics training sessions. Prior to his role at the Mets he was the Manager of Membership Development at the Miami Dolphins (NFL), and prior to that, he began his career selling for the Pittsburgh Pirates (MLB).

Originally from Cato, NY, a small country town just west of Syracuse, Adam graduated with a Sport Management Degree and a minor in Marketing from St. John Fisher College in Rochester, NY. He currently resides in Long Island City, NY.

###

For more information about the company, please visit <http://www.sportsbusiness.solutions/> or contact [bob@sportsbusiness.solutions](mailto:bob@sportsbusiness.solutions) with any questions or media requests.