

- Name: **Christian Orth**
- Graduation Year: **2004**
- Job Title: **Development Officer**
- Briefly Explain what you actually do for your job: **I work for a non-profit organization planning and managing a variety of events. I solicit sponsorship, donations, volunteerism and registrations. I handle sporting events, recognition events, dinners, concerts...any type of event you can think of, I have been involved in planning it.**
- What made you choose Sport Management as a degree plan? **As an avid sports fan, I always wanted to work within the field of sports. Specifically, I wanted to work for Major League Baseball in some capacity.**
- What experiences helped shape you while you were at UTC (personally and professionally)? **I believe the more that you put into college, the more you will receive from college. I would implore students to work while in college. For me, being involved with Student Government Association was key in my development as a person and professional. I became friends with individuals that I normally would not have been friends with and learned a lot from them. The additional responsibility of representing my fellow classmates was very valuable. I would encourage anyone to get involved on campus as much as possible. The networking possibilities are endless.**
- What do you wish you had known/done while you were here at UTC to prepare for the profession? **Frankly, I wish had minored in Finance or Marketing. Those are two characteristics that translate to any industry. If there are "sales" classes or training through the University, I would have taken them. Regardless if you are involved**

directly in sales, everyone is always selling. I wish I had done more networking within the community. There are a multitude of ways someone can be involved in the sports industry, but doing the research is key. From sports advertising to running events for companies like VISA or MasterCard. Lots of opportunities out there, just need to know where to look.

- What kinds of things should someone do if they wanted to get your job (Be honest about where they should invest their time (i.e., networking, volunteering, academic achievement, etc)? **Academic achievement is nice, but I never listed my GPA on my resume. Employers want to see that you graduated but after you are hired, it doesn't mean anything. You are judged based upon your ability to do the job. Students need to spend at least 60-80% of their networking and volunteering. That is the single best way to get noticed. If they can afford it, volunteer at companies as a "second" job just to get a foot in the door. Also, I would make certain that students understood the following. You will do things that are not included in your job description. There is your job description and then there is everything else that you do! Employers notice employees that are willing to take on extra work and tough tasks. If no one wants to do a task, volunteer to take it on and then nail it! That will go further than you doing your job well.**
- What are the challenges and blessings of being in this profession? What frustrates you and what keeps you there? **Sports is a very specific job function. Always be willing to learn to do something else. Look for opportunities within your job to work on skills that translate into other industries, you never know what opportunities will come**

about or how interest will change. Embrace change. Get outside of your comfort area. Sports is not a 9-5 job. Don't expect to work "normal hours". Embrace the flexibility. When it's time to work, work! When it's time to relax, relax. It's okay to have a love-hate relationship with your job, but make sure the elements that give you satisfaction are worth it. For me, it is very humbling that people spend their disposable income attending events that I host. It makes them happy. I take that very serious. We are allowed to work in sports because people are willing to pay to attend. They buy drinks, ice cream, etc... It's not always glamorous, but it is fun and rewarding. Have thick skin. You will be yelled at, you will have people curse at you, you will have people call you names and tell you that you are stupid. Those are the facts. Don't take it personally, but address the issues and look for a positive result. My last piece of advice, check your ego at the door. The event is not about you. My loyalty is always to putting on the best event possible.