



WICHITA STATE
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COLLEGE OF EDUCATION

Department of Sport Management

THE SPORT MANAGER

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2011 CAREER FAIR

Struggling to find a job or internship in the sport industry? Well, the Sport Management Student Association (SMSA) has your back! Please join us on March 15th from 10am-12pm in the Heskett Center lobby as we host the annual SMSA career fair!

Local sport organizations will be in attendance as they are eager to find prospective employees and interns for their upcoming season. Exhibitors include the Greater Wichita Area Sports Commission, the KCAC, the Wichita Thunder, Wichita Wild and Wichita Wingnuts! Students will have the chance to speak with the various representatives, hand out resumes, and build their network. This event has been extremely successful in the past, with many of our students obtaining jobs or internships.

We welcome all students to attend. Please remember first appearances mean everything, so business casual attire is required for this event. Also be sure to bring a resume with you. For those students looking to have their resume revised, please visit Career Services in Grace Wilkie Hall or their website: <http://webs.wichita.edu/> for tips on how to improve your resume.

Any students interested in helping out with the career fair should contact Ashley Byers at ambyers@wichita.edu

We look forward to seeing you there!

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JARED SILSBY (G 2010)

The pursuit of a college graduate's first job can take many twists and turns. It can be time consuming, frustrating, exciting, and longlasting. I experienced all of this in the 16 months between the end of my internship and the start of my career. Persistence and patience ultimately allowed me to break through and begin my career.

My journey began in September of 2009 when I finished my internship with the Kansas City Wizards, which I received thanks to the help of our staff at Wichita State. The internship experience was amazing, as it was exactly the type of job I wanted to pursue. I strongly encourage anyone looking for an internship to find one very similar to your ideal job, even if it does not pay well, if at all. Post-internship, I began a job as a bartender to pay bills. I truly believed I would only be there a month or two and my ideal job was right around the corner. I was wrong. Over the next 12 months, I sent out hundreds of applications and only heard back from two potential employers. In November 2009, I was all but hired with a Major League Soccer team in New York, as I was their top candidate. Sadly for me, they opted to hire from within. This really frustrated and depressed me because I was told that I was more qualified. I did not feel like I trusted the system at that point. I even questioned the worth of all my hard work. However, after the New York experience, I stayed strong and continued to send out application after application. Every time, I would work with family, friends, and mentors to try to improve my resume and cover letter. Nonetheless, I continued to receive rejection letters or hear nothing at all.

September 2010 marked one year since the end of my internship, and I still did not have a lead on a job opportunity. Then I came across a job posting at the University of Michigan Athletic Department. It was exactly what I wanted to do. I was very frustrated with being rejected so much and I started to think, "Why would the University of Michigan hire me when no one else will?" I stared at the job posting for days. Finally, I decided I had to take a chance. I hoped that they would be the ones that would pick up my resume. I was in shock when I got a call from Michigan to set up a phone interview. The interview went well, but I knew I had to do more. I asked my references to send words of support, rather than just including their names on a piece of paper. I later found out I would not have gotten a second interview if I had not done this. I ended up flying to Michigan for a second interview. I returned home feeling very confident. A month had passed before I heard from them again. It was pure heartbreak. I was told they were hiring someone with more experience. This devastated me, as it was for an entry level position, and it felt like the New York situation all over again. I knew I had to keep my head up and start looking for more jobs,

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John Lee — Sport Facility Management

David Moses — Legal Issues in the Profession 1 & 2

Martin Perline — Economics of Sport

Frank Rokosz — Struct. & Scheduling Sport Tournaments

Steve Shaad — Sport Tournament & Event Mgt.

Scott Crawford — Sport Finance

Jessica Varlack — Legal Aspects of Sport and Physical Activities 1

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because I would not allow myself to give up. I had to force myself to have the same persistence with doors continually slammed in my face.

A month after my rejection, I was at my lowest when I received a phone call. I was shocked to learn they wanted to hire me after all. The top candidate fell through, and I was the second choice out of over 300. Sometimes it pays off to be second best! I felt an instant sense of pride, relief, and satisfaction as I began to think of how my persistence, patience, and hard work had paid off in my job search. I am now an Assistant Manager of Facilities at the University of Michigan. As my mother says, "Everything happens for a reason," as the rejections and disappointments allowed me to end up here. I encourage everyone who is currently or soon to be looking for a job to stay focused on your search and never let the rejections and frustrations detract you from your goals. I have no doubt that good things will happen for you, too. My father told me, "Luck is where preparation meets opportunity," so good luck to my fellow Shockers!

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Alumni Spotlight -- RUSTY WILEY



Rusty Wiley is Sport Management Alumni Spotlight for the month of March. Mr. Wiley is a Senior Account Executive, Season Ticket Sales with the Oklahoma City Thunder. In 2009 Rusty graduated with his bachelor's degree from Wichita State. Many students will have the opportunity to meet with Rusty next month as the Sport Management Student Association travels to Oklahoma City to meet with the OKC Thunder. Read the following interview to find out where Rusty got his start and some advice he has for current students.

How long have you been working in the position that you currently hold and how did you arrive in that position?

I was promoted to Senior Account Executive in July 2010. After starting with the Thunder when the organization arrived from Seattle in August 2008 I worked extremely hard to generate large amounts of season ticket revenue and new season ticket members by building lasting relationships within the Oklahoma business community. By doing that and being a leader on our sales team I was promoted to our lead role.

In what ways do you feel that the WSU sport management department prepared you for your current position?

At WSU I was able to connect with some alumni that were already working in sports, which was one of the most beneficial opportunities provided through the program. Additionally, the professors and staff that WSU employees are truly talented and very knowledgeable on the facets of the industry they teach. Classes like Sport Tournament and Event Management, Sport Marketing, and many others allowed me to get some insight on what sport organizations do and what types of jobs they employ.

When you first started out in the SMGT program, what was your 'dream' job?

General Manager of a professional sports team or VP of Sales and Marketing for a pro sports team.

What advice would you give to those students who are currently in the program?

Start making connections with alumni and others in the area that work in sport and complete several internships in areas that you have interest. This will allow you to see if you can be successful in that area and you will already start making a name for yourself. At the Thunder business office we love to promote from within and find that promoting our best interns is a good practice.

Go Shox!

-- by Ashley Byers

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