



# THE SPORTS INTERN

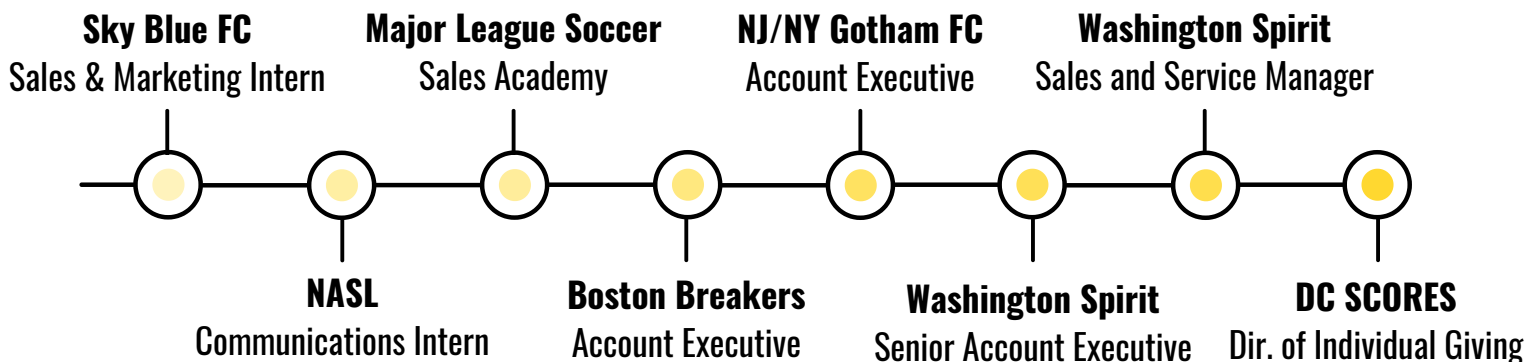
## INDUSTRY INSIDER

### MATT BERNER

DIRECTOR OF INDIVIDUAL GIVING, DC SCORES

Matt Berner began his sports business career with internships in sales, marketing, and communications. He graduated from the MLS Sales Academy and then landed his first job in ticket sales with the Boston Breakers (NWSL), followed by similar roles at Gotham FC and the Washington Spirit. After years in team sales, Matt transitioned to the nonprofit sector, focusing on fundraising and donor relations as the **Director of Individual Giving at DC SCORES**. While his original dream was to be a Pardon the Interruption (ESPN) cast member, he now aspires to become the Executive Director of a nonprofit soccer club. Throughout his career, he's carried the advice to act with grace and compassion, shaping his leadership approach in both sports and nonprofit work.

#### CAREER PATH:



#### MATT'S TIPS

1. Show creativity.
2. Take advantage of being part of a team environment.
3. Don't put people on a pedestal.