



# THE SPORTS INTERN INDUSTRY INSIDER

## LAURA FLYNN

CHIEF REVENUE OFFICER, ANGEL CITY FC

Laura Flynn is an experienced sports executive whose career has spanned areas like Communications, Media Relations, Marketing, Business Development, Ticket Sales, and more. She is currently the **Chief Revenue Officer** at Angel City FC, overseeing key areas like business intelligence, event operations, and revenue-driving teams in retail, partnerships, and tickets. Her role is all about driving results today while setting the stage for tomorrow.

### ➤ AS CRO AT ANGEL CITY FC:

**Typical day:** A LOT of time spent in meetings – whether brainstorming new partnership concepts, refining ticket strategies, or making sure everyone is aligned across the business.

**Favorite part:** The best part, hands down, is coaching people. Helping someone grow into a role, take on more responsibility, or see their potential before they see it themselves – that's incredibly rewarding.

**Difficult aspect:** Staying strategic while managing the immediate demands of the job. There's always a revenue goal, a partner deliverable, or game coming up. The challenge is keeping your eye on the long-term vision while staying on top of the details and making sure everything is moving in the right direction.

### ➤ PREVIOUS EXPERIENCE:

#### Portland Trail Blazers

Ticket Service Manager, Director of Premium Service, VP of Premium, SVP of Corporate Partnerships

#### Chicago Red Stars

Director of Marketing, Communications and Partnerships

#### Pali Blues

Director of Marketing & Communications

#### San Francisco Marathon

Business Development Manager

#### Philadelphia Independence

Marketing Manager (and Equipment Manager)

#### US Soccer

Media Relations Intern

#### Pittsburgh Riverhounds

Communications Intern



### LAURA'S TIPS

**Start building your network early** – whether it's with professors, alumni, or professionals in the field. Relationships can open doors that a resume never will.

**Don't be afraid to start at the bottom, especially in sales.** It's a tough but essential entry point in sports. Sales roles teach you the business, the fanbase, and the inner workings of the organization. Hustle and be helpful and you'll stand out. It's not always about the numbers.

**Embrace resilience and a growth mindset.** In sports, things don't always go as planned (actually, they rarely do) – there will be setbacks, tough losses, and challenges. What matters most is how you bounce back.

### OTHER EXPERIENCE:

Fanvibe, BeRecruited, Sports Club/LA, Equinox, The Bay Club, IWD, Boost

### EDUCATION:

California Univ. (PA) – BS in Sport Mgmt  
Boston Univ. – MS in Communications