



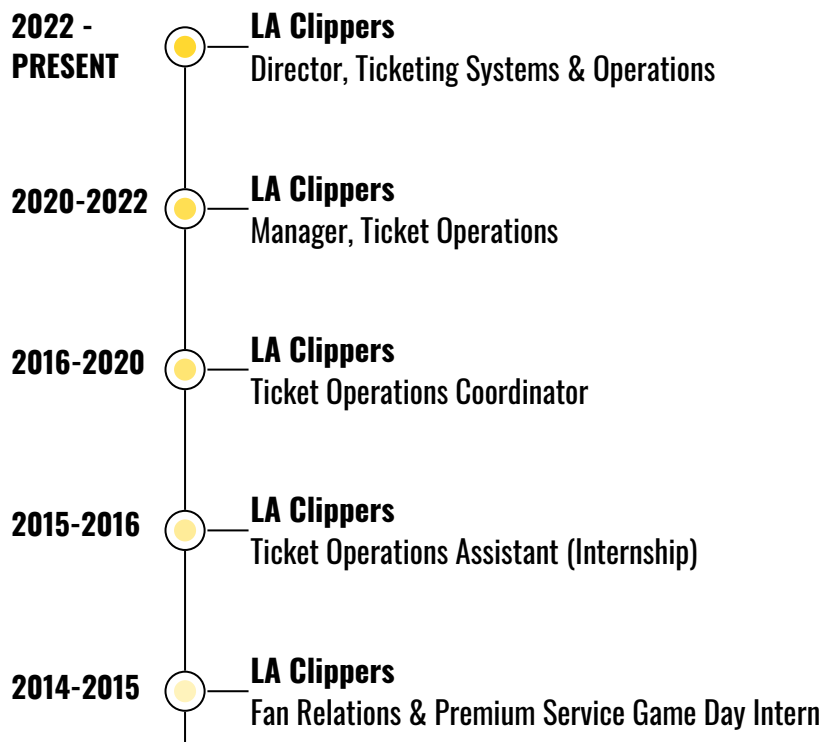
THE SPORTS INTERN INDUSTRY INSIDER

PACO PINEDA

DIRECTOR, TICKETING SYSTEMS & OPERATIONS
LA CLIPPERS

Paco Pineda has spent his entire sports career with the LA Clippers, working his way up from an internship in Fan Relations & Premium Services to his current role as **Director of Ticketing Systems & Operations**. No two days are the same for Paco, but one thing that is consistent for him is collaborating with his team to deliver all ticketing needs for Clippers and Intuit Dome events. For him, event days are his favorite as fans of all backgrounds come together to root for their favorite team, athletes, or simply be in the environment that their favorite artist or performer wants to bring to life. The best advice he's ever gotten came from a work mentor who advised him not to be the first person to tell himself he's not ready. Paco has combined that attitude with his strong work ethic to rise through the ranks of the Clippers organization.

CAREER PATH:



PACO'S TIPS

- 1. Sacrifice.** There are hundreds of thousands of people who want to work in sports. There will always be someone out there willing to do that much more than you to prove they want that role/opportunity.
- 2. Learn Excel and basic accounting principles;** it's a revenue driven industry and understanding the financial side of the business will easily make you a standout amongst a pool of applicants with similar resumes.
- 3. Work with people who are smarter than you.** We can all learn from others in some regard and the best way to do that is to appreciate those who may know more than you in certain subjects.