

True North Sports + Entertainment is looking for motivated person who is experienced in customer service, sales and has a passion for sports and ticket sales to join our team in the role of **Account Executive Ticket Sales-Winnipeg Jets**.

What to be excited for in this role:

- Generate new business revenue by proactively selling Winnipeg Jets Ticket offerings.
- Build meaningful and collaborative relationships with stakeholders to ensure the continued growth of Winnipeg Jets ticket revenue and achieve sales targets.
- Contribute to a positive sales culture in a competitive environment that is open to collaboration through the growth of creative and innovative programming.
- Outbound phone calls, emails and social selling techniques to connect with potential sales leads.
- Ensure all lead and prospect information is captured in the KORE CRM system and maintain accurate customer and prospective customer records in our database.
- Actively prospect and promote Winnipeg Jets Ticket offerings at Winnipeg Jets home games and team events.
- Responsible for in-game execution of Ticket Package and Group Sales activations.

What we need from you:

- Minimum 2-3 years sales experience.
- Post-Secondary Degree or Diploma in a related field such as business, marketing, or sport management an asset.
- Excellent relationship building skills.
- Energetic self-starter with the ability to function in a fast-paced environment, handle multiple projects, and adhere to deadlines.
- A passion for sales and service.
- Enjoy working in a competitive sales environment.
- Experience with Archtics and/or a CRM software is an asset.
- Outstanding verbal and written communication skills, in addition to the ability to have a strong telephone presence.
- Must be flexible and willing to work evenings, weekends, and holidays, on an as needed basis.

Why you should join us.

Included as one of Manitoba's Top Employers since 2008, our work environment is dynamic and fast-paced, offering diverse opportunities that allow you to encounter a variety of situations and develop new skills.

As a source of pride in our community, we are committed to creating a culture that prioritizes the well-being of our people. We are a talented group of professionals who are deeply passionate about our

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We thank all that apply, however, only those selected for an interview will be contacted. No phone calls please.

specialized field of work and are dedicated to achieving success together. We encourage you to apply even if your previous experience does not align perfectly with every qualification in the job description. You may be just the right person for this role, or other roles!

To apply for this position, please fill out the online application form by clicking here. You will be asked to upload your cover letter and resume at the end of the form (combined into one document).

We are Venues | We are People | We are Community

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Accommodations are available upon request throughout all aspects of the selection process. Candidates requiring accommodations may contact, in confidence, hr@tnse.com.

Closing date: Thursday, September 14, 2023

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