

# True North Sports + Entertainment is looking for a motivated and energetic individual to join our team.

The **Ticket Sales Representative, Manitoba Moose** will perform a wide variety of sales functions including the sale of new Manitoba Moose season seats and seat packages, and the sale of group outings.

## What to be excited for in this role:

- Represent the full line of product offerings in the ticket sales area: season seats, partial season seats, and group outings.
- Build a referral base for future business.
- Close business, selecting seat inventory and processing payments.
- Provide exceptional customer service throughout the year to ensure maximum retention.
- Work with ticket operations to ensure collection of accounts.
- Make sufficient in-person, telephone and other contacts to ensure achievement of sales goals.
- Work non-AHL events as required to promote the organization or to fulfill community relations responsibilities.
- Attend the full schedule of Moose home hockey games.

## What we need from you:

- Previous successful sales experience in a relevant field.
- Good contact base in the local market.
- Well –developed interpersonal skills. Comfortable approaching new customers and asking for business.
- Ability and willingness to learn.
- Results driven. Ability to meet agreed upon targeted performance levels.
- Ability to work well as part of a team environment.
- Self-motivated entrepreneurial individual.
- Independent thinker capable of creating and executing sales and promotional plans to achieve sales goals.
- Ability to perform tasks during stressful fast-paced public situations while maintaining composure. Ability to be “on” even after long and stressful days.
- Ability to work above and beyond normal responsibility areas during events to ensure successful event execution.

To apply for this position please email your resume and cover letter, including wage expectations (in PDF format as one document) to [hr@tnse.com](mailto:hr@tnse.com). Please include **Ticket Sales Representative, Manitoba Moose** in the subject line.

Closing date: Sunday, March 26, 2017.

