

# 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, select seat inventory and process 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.
- Ability to start working in February 2018.

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 January 28, 2018

