

True North Sports + Entertainment is looking for an energetic and motivated sales professional to join our team.

The **Manager, Corporate Partnerships** is responsible for prospecting, developing and retaining corporate partnerships as part of an effort to generate new revenue and retain existing partnership revenue that support TNSE business objectives and goals, supporting the Manitoba Moose and Bell MTS Iceplex.

What to be excited for in this role:

- Selling the full line of product offerings including: sponsorship inventory associated to the Manitoba Moose and the Bell MTS Iceplex.
- Work with partners to develop and execute a sponsorship agreement that most effectively meets the needs and objectives of our partners.
- Communicate and work directly with customers on the implementation and activation of all components of the partnership agreement.
- Network with local businesses and organizations in an effort to acquire leads.
- Attend Manitoba Moose games and Bell MTS Iceplex events to build relationships with a partnership base and prospect for new opportunities.
- Gain a complete understanding (needs assessment) of prospective partners in order to customize an advertising / sponsorship mix that aligns with their business objectives and target market.
- Participate in a competitive, fun atmosphere with a very vibrant entrepreneurial culture.
- Be an active participant in a growing and innovative Sports Marketing industry.

What we need from you:

- Post-secondary education within a business, marketing or related discipline.
- 2 – 3 years previous successful sales experience in a relevant field is a requirement.
- Fun, competitive and passionate attitude.
- Your commitment as a collaborative participant as a member of the Corporate Partnership team.
- Must have the ability to:
 - work evenings, weekends and holidays on an as needed basis
 - effectively manage multiple tasks and projects
 - be focused, assertive, competitive and committed
 - work independently and be a contributing asset to the team
 - demonstrate excellent verbal and written communication skills
 - present ideas/concepts creatively and succinctly

To apply for this position please email your resume and cover letter, including salary expectations (in PDF format as one document) to hr@tnse.com.

Please include **Manager, Corporate Partnerships** in the subject line.

Closing date: Wednesday, October 17, 2018

