

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, nurturing and developing TNSE corporate partnerships to generate new business revenue as well as retain existing revenue that supports TNSE business objectives and goals.

What to be excited for in this sales role:

- Selling a full scope of sponsorship inventory associated to TNSE corporate partnerships, including the Winnipeg Jets, Manitoba Moose and the Bell MTS Iceplex.
- Prospect, nurture and develop sponsorships that most effectively meet the needs and objectives of our business community.
- Network with local business leaders and organizations in an effort to acquire leads and grow sponsorship revenue.
- Gain a comprehensive understanding of prospective partners in order to customize partnerships that align with their business objectives and targeted demographic.
- Participate in a competitive, fast paced environment with a very vibrant entrepreneurial culture.
- Be an active participant in a growing and innovative industry.

What we need from you:

- Post-secondary education within a business or related discipline.
- 2 – 3 years previous successful sales experience.
- Energy, competitiveness and passionate.
- Collaborative, team player.
- The ability to:
 - effectively manage multiple tasks and projects
 - present ideas/concepts creatively and succinctly
 - be proactive and committed to delivering results
 - demonstrate excellent verbal and written communication skills
 - a flexible work schedule that includes the ability to work some evenings and weekends

To apply for this unique sales 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: Monday, December 17th, 2018.



MANITOBA'S
TOP EMPLOYERS



BellMTS
Iceplex

TrueNorth
SPORTS + ENTERTAINMENT