

JOIN OUR TEAM

TrueNorth
SPORTS + ENTERTAINMENT



True North Sports + Entertainment is looking for an experienced, entrepreneurial, sales professional to join our team as:

SENIOR MANAGER, CORPORATE PARTNERSHIPS

POSITION SUMMARY

The **Senior Manager, Corporate Partnerships** is responsible for the prospecting, development and retention of TNSE Corporate Partners. A dynamic sales role focused primarily on the Winnipeg Jets brand, this position is expected to be highly engaged in developing new partnerships with Regional and National brands.

WHAT TO EXPECT IN THIS ROLE

- Generate new business revenue by proactively developing new national and regional relationships.
- Form new partnerships with leading brands focused on driving growth and increased awareness.
- Engage in strategic brand and activation conversations with national business leaders.
- Effectively conduct need assessments of prospective partners in order to customize an advertising / sponsorship mix that aligns with their business objectives and target market.
- Participate in a competitive, dynamic atmosphere with a very vibrant entrepreneurial culture.
- Be an active participant in a growing and innovative industry.
- Integrate leading edge broadcast, visual and digital media platforms that allow for fully integrated sponsorship opportunities within the business community.

THE IDEAL CANDIDATE

- Post-secondary education within a business, marketing or related discipline.
- Minimum 3 years of sales experience.
- You thrive in a competitive fast paced industry.
- Your commitment as a collaborative participant as a member of the Corporate Partnership team.
- Must have the ability to:
 - effectively manage multiple tasks and projects
 - present ideas/concepts creatively and succinctly
 - work independently and be a contributing asset to the team
 - demonstrate excellent verbal and written communication skills
 - work evenings, weekends and holidays on an as needed basis

*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 **Senior Manager, Corporate Partnerships** in the subject line.*

Closing date: Sunday, April 5, 2020

WE ARE TRUE NORTH.

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

