

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, acquiring, and developing Corporate Partnerships across all business divisions of True North Sports + Entertainment: Winnipeg Jets, Manitoba Moose, Bell MTS Iceplex, and Burton Cummings Theatre.

What to be excited for in this role:

- Build meaningful and collaborative relationships with stakeholders to ensure the retention and growth of corporate partnerships.
- Establish and develop new business partnerships in a wide array of industries.
- Communicate and work directly with partners on the customization and implementation of partnerships.
- Network with local businesses and organizations in an effort to acquire leads and develop new partnerships.
- Participate in a competitive, dynamic atmosphere with a vibrant entrepreneurial culture.
- Be an active participant in a growing and innovative Sports Marketing landscape.

What we need from you:

- Post-Secondary Education (Business Administration, B.Comm, or related field).
- Minimum 2 – 3 years successful sales experience.
- Energetic, competitive, and passionate about sports and entertainment.
- Your commitment as a collaborative participant as a member of the Corporate Partnership team.
- Must have the ability to:
 - be comfortable with prospecting new business and establishing new relationships.
 - effectively manage multiple tasks and projects.
 - be focused, assertive, and committed to delivering results.
 - a self-starter with the ability to work independently.
 - demonstrate excellent verbal and written communication skills.
 - present ideas/concepts creatively and succinctly.
 - work evenings, weekends and holidays as the hockey and event schedule directs.

Due to the nature of the sports and entertainment industry where indoor public assembly takes place, it is True North's expectation that all employees must be fully vaccinated for COVID-19 by August 31, 2021 in a manner approved by Health Canada. Providing confirmation of full vaccine status by August 31, 2021 is a condition of employment unless a request for accommodation in accordance with *The Human Rights Code* (Manitoba) has been received and approved by True North. Reasonable documentation supporting any request for accommodation will be required.

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: July 27, 2021

WE ARE TRUE NORTH.

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