



MANAGER OF TICKET SALES

PRIMARY OBJECTIVE

In partnership with the Chief Operating Officer and other members of the leadership team, the Manager of Ticket Sales will lead the ticket sales team of the Belleville Senators. This is a unique opportunity for the right individual to develop a ticket sales culture that aligns with our company's values and is driven to exceed expectations.

The ideal candidate is expected to model the following practices on a daily basis:

- Demonstrate alignment with the company's vision, mission and core values
- Professionally sell the team's brand and products across multiple sales channels
- Driven self development and facilitator of teamwork amongst all staff
- Ability to collaborate with key internal and external entities to reach business objectives

RESPONSIBILITIES

- Lead the ticket sales department by example in a manner that advocates for a strong and effective sales culture through the creation of effective sales tactics, training and planning that includes outbound calls, social selling, data analysis, continual learning and relationship development activities.
- Develop a partnership with the Manager of Ticket Operations to ensure a seamless experience for our fans.
- Ensure that all organizational ticket goals are met or exceeded.
- Create, advance and execute a ticket sales business plan including team goals, strategies and key tactics to maximize customer renewal and new sales performance across all product categories.
- Integrate industry best practices and positive trends throughout all aspects of the ticketing department.
- Collaborate with other departments to establish, advance and execute innovative sales campaigns and materials that maximize the effectiveness and efficiencies of our tactics.
- Work with other key staff to maximize team's data management to reach business objectives

REQUIRED EXPERIENCE

- Bachelor's degree from four-year college or university in Business/Sports Administration or Marketing or an equivalent combination of education and experience
- Minimum three (3) years related experience leading a sales team, preferably in the sports and entertainment industry with a results oriented personality; ability to manage multiple priorities and deadlines.
- Strong communication and organization skills including the ability to multi task.
- Excellent problem-solving skills & ability to multi-task.
- Computer skills – MSWord, Excel; TicketMaster experience preferred.
- Available to work flexible hours, including evenings, weekends and holidays

To apply please send your cover letter, resume and available start date to jobs@bellevillesens.com and include the position of Manager of Ticket Operations in your cover letter. Job will remain open until filled.