



PRIMARY OBJECTIVE

The Manager, Corporate Partnerships is a significant contributor to the overall success of the Belleville Senators.

The successful candidate will be responsible for cultivating new relationships, retaining current clients and must be seen as a creator of solutions who is relentless in the pursuit of helping our partners achieve their business objectives.

The successful candidate employs a positive, collaborative approach to all business discussions and is as good working on their own as they are working on a team.

RESPONSIBILITIES

New Business Development

Work in tandem with the Chief Operating Officer and other senior executives to collectively reach the revenue targets of the organization.

Be responsible for creating, developing and closing new leads within the parameters established by the team

Research, prospect and establish leads

Negotiate sponsorship deals with support from the COO and other senior team executives as needed.

Maintain a robust sales pipeline of prospects throughout the year.

Work directly with all team members to identify and sell through appropriate prospects

Collaborate with other departments within the club on corporate partner related programs to include game operations, community relations, media relations, marketing, hockey operations, and ticket sales.

Network with local businesses and organizations in an effort to acquire leads.

Maintain a weekly sales/prospecting activity report.

Work game days, club-related special events, and external networking events to entertain prospects and existing corporate partners.

Support finance department as required in revenue collection

Support the Chief Operating Officer and other staff in other areas of the business as required.

Partnership Service

Ensure that all corporate partner elements are up-to-date and delivered within a timely and effective manner that works well for both partner and team.

The ideal candidate has a strong service ideal at their core. The successful candidate, in cooperation with the COO will help develop an effective partnership service model driven by the desire to retain clients and enhance their ROI/ROO

Continually look for new and enhanced ways to positively impact this aspect of our business.

Develop deep, meaningful relationships with key decision makers at all levels of corporate investment in our team.

Qualifications

Bachelor's Degree or equivalent experience. Marketing or Sports Management major preferred.

Minimum of three (3) years' experience working with corporate partners in a sports setting.

Comfortable analyzing market research.

Successful sales track record within the sports industry.

Strong believe in developing an effective service model for our partners.

Proven ability to work with individual and team-related sales goals.

Strong commitment to be a collaborative participant of our team.

Ability to effectively use all sales avenues effectively (ie cold calling, social selling, networking, referrals).

Ability to manage multiple tasks at one time and work well under pressure.

Must be creative, solutions-oriented, and possess strong negotiation skills.

Willingness to follow the sales strategy outlined by our team.

Strong presentation, written and oral communication skills.

Ability to work flexible hours including evenings, weekends, and holidays when required.

Must possess a strong work ethic with a willingness to learn, collaborate and value teamwork.

To apply please send your cover letter and resume to jobs@bellevillesens.com. Please include the position of Manager Corporate Partnership in your cover letter.

In your cover letter please answer the following questions:

1) Available start date

2) Indicate your specific experience working in the sports industry

3) Detail your individual sponsorship sales and service results in the sports industry

The job will remain open until filled.