



Belleville Senators Hockey Club (AHL)

Job Title:	Intern, Ticket Sales & Service
Position Type:	Internship (Stipend)
Job Posting Date:	Wednesday, May 31 st , 2017
Company:	Belleville Senators Hockey Club (AHL Affiliate of the Ottawa Senators)
Division:	Ticket Sales & Operations
Location:	Belleville, Ontario
Duration:	Fall Contract
Required Documents:	Cover Letter & Resume
Address Cover letter to:	Chris Van Dusen Manager, Ticket Sales Belleville Senators Hockey Club 265 Cannifton Road, Belleville, ON, K8N4V8
How to Apply:	Email vandusenc@bellevillesens.com

Summary:

The Business Development platform at the Belleville Senators provides an experimental learning opportunity for eligible sports, marketing and business students who are primarily focused on developing within the ticket sales and ticket operations context of the sports industry. This internship will expose the candidate to a variety of individuals and functions related to integrated sales, and ticket setup within professional hockey.

All of this will be done in a unique entrepreneurial environment as we work to develop our brand and position ourselves effectively to fans and businesses within the Bay of Quinte marketplace.

Essential Duties & Responsibilities:

- Provide required support to the Manager of Ticket Sales and Manager of Ticket Operations with respect to processes, sales, lead generation and customer service
- Actively solicit new business in terms of ticket sales (cold calling, social selling, managing inbound inquiries)
- Research and develop mini pack, group, and fundraising initiatives
- Acquire knowledge of our ticketing system and help maintain customer accounts
- Assist in planning season seat member events and fulfilling season seat projects throughout the summer

Qualifications:

The ideal candidate will possess the following competencies:

- A demonstrated interest in and affluence for sales and customer service within professional sports
- Experience in a sales oriented atmosphere
- Exceptional task organization and time management skills; flexible and solutions-oriented attitude
- Effective prioritization skills with the ability to recognize and adapt successfully to rapidly changing time and task demands
- Excellent attention to detail and commitment to accuracy in all tasks, taking a proactive approach towards the elimination of errors before they occur
- Has the ability to work in a fast pace environment with autonomy and initiative
- Strong communication skills, including both verbal and written forms
- Consistently goes beyond individual success to achieve team success
- Superior computer skills, including an in-depth knowledge of MS Word, Excel, PowerPoint; graphic design skills considered a significant asset
- An entirely professional attitude and demeanor at all times

The Belleville Senators are an equal rights employer that is committed to accessibility and meeting the needs of all individuals. Please make us aware of any need for accommodation.