

Oilers Entertainment Group (OEG) delivers North America's leading sports and entertainment experiences to connect our fans to their passions. Located in the heart of the ICE District, OEG owns the 5-time Stanley Cup Champion Edmonton Oilers, the WHL's three-time Memorial Cup Champion Edmonton Oil Kings, and the AHL's Bakersfield Condors. OEG operates Rogers Place, North America's premier and most technologically advanced sports and entertainment venue. The 18,647 seat, \$480 million arena is among the most technologically enabled sports facilities in North America as well as the first LEED Silver-certified NHL Facility in Canada.

Our vision is to be a Global Leader in Sports & Entertainment. Together, we inspire our fans by connecting them to their passions, which is ours as well! We play hard as a team, and with devoted integrity towards our common purpose. We have commitments to innovation and growth, combined with performance excellence that ensures a fair return on investment. We develop our people to be leaders in our industry, and we invest in our communities. Through our world class talent, we strive to **WIN. ON and OFF the ICE.**

## ROLE SUMMARY

Our Manager, Ticket Sales leads our Ticket Package Sales Team to achieving Season Seat and Partial Plan sales goals & targets. Our Manager will execute and assist in developing the annual Ticket Sales strategic plan for both the Edmonton Oilers and Edmonton Oil Kings. The team member in this role will have the pleasure of developing and growing their individual team members on a daily basis to both increase their sales acumen, but also their ability to be future leaders at OEG and in our community.

## CORE ACCOUNTABILITIES

- Lead day-to-day activities of the Ticket Sales Team, including providing coaching for sales efforts, goal setting and motivation
- Delivering a robust development program, including a regular cadence of training and practice sessions
- Ticket Package (Season Seats and Partial Plans) campaign planning and execution in coordination with Marketing, BI, Ticket Ops and Ticket Service
- Growing our Account Executives on developing and advancing their individual sales pipelines
- Collaboration with Sales management team regarding all areas of the department
- Assist in building and maintaining the department culture as outlined in the Ticket Sales Department playbook
- Oversee game night execution of Ticket Sales events and activations
- Attend sales meetings with Account Executives

## WHO YOU ARE:

- You have a passion for mentoring and leading teams to strive to develop each day
- You are a lifelong learner and are always eager to teach yourself, and others, new skills
- You have desire to go above and beyond for clients, teammates and yourself. The will to win.
- You have strong emotional intelligence and understand social dynamics of client meetings, internal interactions and peer-to-peer relations
- You are eager to hunt and close new business opportunities
- You are customer-centric, both internal and external
- You enjoy working in a competitive and fun sales environment
- You are both logical and creative when it comes to problem-solving
- You understand the professional sports & entertainment industry often results in odd and unpredictable working hours (evenings, weekends, holidays, etc.).

## EDUCATION & EXPERIENCE

- Minimum two years of sports ticket sales experience (preferably in Season Seat sales)
- Strong communication skills, including active listening, presenting and written skills
- Desire to lead a team of Account Executives via hands-on coaching, continual development and personalized attention
- Strong knowledge-base of Ticket Sales strategy
- Ability to work non-traditional work hours including evenings, weekends, holidays
- Must have access to a vehicle and a motor vehicle license for Alberta (or ability to obtain one prior to employment).
- Post-Secondary Degree or Diploma is an asset

## WHAT'S IN IT FOR YOU?

- 100% Employer-paid Health Benefit Plans
- RSP Matching Program
- Flexibility & hybrid work model
- Oilers, Oil Kings, and Live Entertainment ticket options
- Healthcare and Lifestyle Spending Account Options
- On-Site secured parking and/or transit allowance
- On-Site gym
- Beautiful office space located in Rogers Place – with easy access to the LRT
- Dog-friendly office space with an on-site dog park
- Social team culture + employee events

## NEXT STEPS:

Thank you for your interest in joining our team! Those moving forward in the process will be contacted by a member of our team. Our organization is committed to being fully vaccinated against COVID-19. We require the successful applicant to disclose their vaccination status and provide proof of their full COVID-19 vaccination.