



Take your career to the *Next Level* with the Toronto Blue Jays

Are you interested in joining our Ticketing team? This is your chance!

The Toronto Blue Jays are looking for a Senior Account Manager, Premium Sales

Reporting to the Manager, Premium Sales, the Senior Account Manager, Premium Sales will focus on generating new premium customers while maintaining alignment with the Blue Jays CLEAR values. You will foster a proactive sales culture while enhancing client relationships, ensuring a premium experience for all of our Suite Buyers and Premium Club Members and take on a Leadership role within our Premium Sales team and our broader Ticketing Department.

This role will specifically focus on the B2B sales cycle, driving new multi-year suite leases, premium club memberships, full and partial year packages as well as supporting our nightly suite rental program. The Senior Account Manager will also work cross functionally by coaching, selling or assisting with all ticketing department product offerings for full season seats, partial season seats and group ticket packages.

This role may be for you if:

- You enjoy making new connections and fostering long-term partnerships
- You are driven to succeed and goal oriented
- You are hands-on and unafraid of taking on new challenges
- You love the Toronto Blue Jays!

RESPONSIBILITIES

- Meet or exceed established annual Premium Club, Executive Suite, and Ticket Sales revenue targets (renewals and new business)
- Drive NEW Multi-Year/Full/Partial Season Premium Club and Suite Packages
- Drive NEW Nightly Premium Suite Rentals
- Develop prospects through centers of influence, referrals, and meetings
- Prospect new business through cold calling and networking

- Renew Premium accounts while effectively applying strategy from the given calendar year
- Cultivate strong relationships with all stakeholders involved in the sales/service process (including Legal, Finance, Ticket Administration etc)
- Track all client/prospect interactions in our CRM system
- Engage with customers as required at games
- Work closely with Premium Service team to ensure a seamless transition from the sales to service function, maintaining a collaborative relationship
- Perform other promotional or service functions as required
- Take on and lead special projects as required

QUALIFICATIONS AND SKILLS

- A minimum of 4 years of successful B2B sales experience, ideally in Sports
- A postgraduate degree or diploma in a business-related discipline preferred
- Demonstrated success in a Business-to-Business sales capacity
- Experienced in prospecting new clients through outbound calling and networking
- Exceptional work ethic and ability to maintain professionalism while working independently
- Flexibility to work non-traditional hours, in non-traditional settings
- Effective interpersonal, presentation and communication skills
- A preference for the team approach to selling

WHAT WE OFFER TO YOU

- Commitment to our team - we want you to succeed!
- Ongoing, hands-on training to help you develop your skills
- Excellent employee discount to use towards Jays gear
- A unique employment experience working for the only MLB team in Canada

Applicants must be legally eligible to work in Canada or obtain a work permit within 3 months of hire. If you have questions, please reach out to Emma Veltri at

tbj.careers@bluejays.com