



Assistant Sales Manager -BMO Field Events

(Default)

- 50 Bay St., Toronto, ON M5J 3A5, Canada
- Full-time

Company Description

Maple Leaf Sports & Entertainment (MLSE) one of the world's premier sports and entertainment companies, owns the Toronto Maple Leafs (NHL), Toronto Raptors (NBA), Toronto FC (MLS), Toronto Argonauts (CFL), Toronto Marlies (AHL), Raptors 905 (NBA D-League), TFC II (USL) and Raptors Uprising Gaming Club, the Toronto Raptors Esports franchise in the NBA 2K League. Its charitable arm, MLSE Foundation, focuses on funding initiatives to support youth through sport and recreational programs. In 2017 MLSE Foundation, with support of community and corporate partners, built MLSE LaunchPad, a 42,000-sq. ft. space dedicated to programming that support its four Pillars: Healthy Body, Healthy Mind, Ready For School and Ready For Work.

MLSE also owns and operates Scotiabank Arena, Canada's premier sports & entertainment venue hosting more than 200 events each year, as well as two digital channels (Leafs Nation Network and NBA TV Canada), and has a partnership with Live Nation (the biggest concert promoter in the world). MLSE has also invested in and operates five of Toronto's sports facilities – Coca-Cola Coliseum, BMO Field, BMO Training Grounds at Downsview Park, home of Toronto FC's Academy and the First Team's practice facility, the Toronto Raptors' training facility and the MasterCard Centre for Hockey Excellence, the practice facility for the Maple Leafs and Marlies.

MLSE's common purpose is to unite and empower employees to deliver extraordinary moments to our fans and each other.

Job Description

The Assistant Sales Manager will be responsible for supporting the development of new strategic ticketing and events initiatives, managing a groups book of business, and playing an integral role in directly leading a group of Account Executives to achieving our department objectives.

Working in partnership with the sales leadership group, this person brings an innovative approach to problem solving and adapts quickly in a fast-paced environment. This person has demonstrated exceptional skills in leadership, communication and organization and is driven to help people achieve their goals.

RESPONSIBILITIES

- Inspire and foster an environment of equity where the team feels safe to be themselves, valued for their contributions, can do their best work and have fun doing it
- Lead and support the conceptualization, development, and execution of new group sales initiatives
- Execute new sales campaigns, including developing email communications in Trello and capturing campaign metrics in Salesforce
- Support Account Executives and Account Managers in their onboard training, and their professional growth and development
- Facilitate 1-on-1 functional coaching, quarterly calibration and annual performance reviews
- Work in conjunction with the entire Ticket Sales and Membership teams to reach department goals and objectives

- Fulfill match day responsibilities for both Toronto FC & Toronto Argonauts, including but not limited to greeting clients, helping with lead prospecting initiatives and managing on field group activities (pre and post-game)
- Meet or exceed quarterly and annual Ticket Sales & Service revenue targets and objectives, maintaining a dedicated book of business
- Research, create and implement group sales programs with nonprofits, youth soccer leagues and businesses around the Greater Toronto Area
- Provide outstanding service through outbound calling campaigns and client meetings
- You will need to be prepared to shift focus as the demands of the business evolve. This could include helping with "Big Events" such as MLS Cup and Grey Cup celebrations

Qualifications

- Extraordinary team player and ability to thrive in a fast paced, entrepreneurial environment where quality, innovation and customer service is critical to organizational success
- Previous experience in developing sales and service relationships with a history of achieving sales targets
- Strong process orientation with the ability to gather support from peers and superiors to drive change and new programs
- Ability to coach/lead/inspire people authentically and customized to their unique needs and perspectives. You are flexible with divergent thoughts and embrace team candor to create an inclusive culture and foster engagement
- Superior oral and written storytelling and communication skills, including expertise in the interpretation and presentation of results to a wide range of audiences
- Demonstrated creativity in problem solving and innovation
- Available to work evenings, weekends and holidays as required

Not a requirement but a benefit:

- Knowledge of the ticketing systems operations
- Strong database within sports and or entertainment and premium industries

Additional information

Apply by: July 20th 2022

We thank all applicants for their interest, however, only those selected for an interview will be contacted.

We are an equal opportunity employer and value diversity at our company. We do not discriminate on the basis of race, religion, color, national origin, sex, gender, gender expression, sexual orientation, age, marital status, veteran status, or disability status. Maple Leaf Sports & Entertainment Partnership will provide reasonable accommodation for qualified individuals with disabilities in the job application process. If you have difficulty using our online application system and you need an accommodation due to a disability, please email accommodations@mlse.com. Please note this email is only for accommodation requests. Resumes sent to this email address will not be considered.