



JOB TITLE: SWSE GROUP SALES

Department: SWSE Sales (Wolves, Spartans, Five & Live Events)

Reports to: SWSE Sales Manager

If you're ready to bring game-changing ideas to life and join a community that values bold ideas, professional growth and employee wellness, we want you on the SWSE team.

The SWSE team delivers the best sports entertainment with The Wolves, Spartans and The Five as well as our out-of-home advertising platforms. We're looking for innovative team players ready to take some of the most well-known entertainment brands in the city to the next level.

Responsibilities:

- Work to meet and exceed all revenue and tickets sales goals assigned by Sales Manager
- Develop, complete and close new and renewal business appointments with key decision makers and group leaders, particularly to schools, minor sports, non-profits, community groups and clubs.
- Work to pursue new and renewal business opportunities through defined avenues.
- Execute industry best practice sales and service techniques with guidance from the Sales Manager.
- Use new technology capabilities including the use of online ticket lines and codes as well as other additional avenues and tools to help increase ticket numbers.
- Effectively manage and track all sales, inventory adjustments, activity, plus client and prospect interaction and attempted interaction through the CRM software.
- Provide excellent customer service to all SWSE patrons, including but not limited to positive responses and opportunities to enhance the guest experience.
- Activate game night experience packages during the game and service these clients, including coordination of national anthem, mini game, practice programs, etc. programs.
- Coordinate with the marketing department for players appearances that may be included in the packages sold.
- Effectively work select SWSE related events including but not limited to sales tables, hosting prospects, strengthening relationships, providing excellent customer service, and much more.

SW SPORTS + ENTERTAINMENT INC.
240 ELGIN STREET | SUDBURY | ONTARIO | CANADA | P3A 5N8
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SWSE
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- When warranted, manage sales presence and process at external events such as tradeshow and public appearances
- Build positive working relationships and results within department, company, and client base by living our company values of respect, teamwork, creativity, excellence and a passion to serve.
- All other duties identified by management

Qualifications:

- Undergraduate degree or equivalent from a post-secondary institution
- Strong Knowledge of Digital and Social Media
- Selling experience with preference in sports and experience sales
- Exceptional ability to develop new business through prospecting and cold calling
- Strong presentation and negotiating skills combined with ability to work under pressure and meet deadlines.
- A keen client service focus and relationships with the community
- Self motivated with ability to work both independently and in a team environment
- Excellent analytical and computer skills

Compensation:

Compensation will be based on the experience and qualifications of the candidate. In addition to a base salary, bonuses will be available on achieving goals and objectives that are both measurable and defined. This job will involve all Wolves game day (34+), as well as Sudbury Five games, Sudbury Spartans games as well as select community events.

All interested applicants are encouraged to submit their resume and a short-written response, summarizing their interest in the role and ambitions to marett.mcculloch@swse.ca.

Applications will be accepted until May 31, 2019.



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