



Charlottetown Islanders Hockey Club

Director of Sales

Hours of work: 37.5 hours per week

The Director of Sales will play a key role in building revenue through the management of corporate partnerships, season ticket sales, group sales, ticket packages, luxury suites, and special events.

Responsibilities

- Generate new sales through cold calling, outside appointments and development of referrals and leads through networking
- Evaluate existing practices as well as develop and maintain our pricing strategies with approval from the President of Operations
- Maintain computerized records of all clients and prospects with our Customer Relationship Management system
- Meet or exceed sales goals as determined by the President of Operations
- Build and leverage relationships with businesses and individuals to promote sales
- Assist with game night activities, as well as any special events on an as needed basis
- Other duties as assigned by the President of Operations

Required Skills

- Bachelor's Degree from an accredited college or university or equivalent experience.
- Experience in the sports industry or entertainment industry considered an asset
- Previous sales experience considered an asset
- Excellent communication skills, both written and verbal
- Demonstrated ability to meet and exceed stipulated sales goals



CHARLOTTETOWN ISLANDERS HOCKEY CLUB

46 Kensington Road, Charlottetown, PE CIA 5H7 Phone: (902) 892-7349 Fax: (902) 892-7350

WWW.CHARLOTTETOWNISLANDERS.COM



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- Effective time management and organizational skills
- Flexible schedule with the ability to work nights, weekends and some holidays as required. Must be available to work all Islanders home games
- High energy and passion for what you are selling
- Strong computer skills, including knowledge of Microsoft Office (Word, Excel, and Outlook) experience with Customer Relationship Management Software is an asset

HOW TO APPLY

Applicants should send a resume and cover letter outlining how they meet the specific requirements of the position to admin@charlottetownislanders.com by **June 23rd, 2017.**

While we sincerely appreciate all applications, only those candidates selected for an interview will be contacted.

Please note the selected candidate will be required to have a valid driver's license.



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