



This is a unique opportunity to work in the exciting sports and entertainment industry, as an Account Executive, Ticket Sales Coordinator for the Kingston Frontenacs Hockey Club, a member club of the Ontario Hockey League. Come fulfill a dream and be part of the action in the leading venue for junior hockey, as an integral team member of the best in-game entertainment in the Ontario Hockey League!

## ACCOUNT EXECUTIVE, TICKET SALES

The Kingston Frontenacs seek a highly motivated and results-driven sales professional to work in the Business Operations department of the Kingston Frontenacs Hockey Club. The role is supervised by the Manager of Business Analytics and Sales Strategy, under the direction of the Executive Director of Business Operations.

### JOB SUMMARY

The successful candidate will be responsible for an ambitious schedule of phone calls, meetings, and events to increase season ticket sales, inside ticket sales, ticket packages, and group sales.

### RESPONSIBILITIES

The main responsibilities of the Account Executive, Ticket Sales is to:

- generate new ticket sales through cold calling, arena tours, and attending community events,
- work with minor hockey associations, community groups, workplaces, schools, etc. to establish, maintain, and grow ticket sales for Kingston Frontenacs home games,
- set meetings with key accounts and prospects,
- execute sales promotions and inside sales initiatives (i.e. Open House Events, In-Game Sales Booths, etc.),
- develop professional relationships with current clients in order to ensure all Kingston Frontenacs Ticket Holders receive first-class service,
- staff ticket sales booths at outside functions including luncheons, business shows, community events, etc., as required,
- meet all predetermined activity and sales goals,
- provide a high level of service to all accounts, and
- assist with other ticketing and sales duties as assigned.

Other areas of responsibility, as part of the game day team executing the fan experience for Kingston Frontenacs home games include:

- assisting in the successful execution of group experiences and activities on game days
- assisting in the setup of Kingston Frontenacs promotional and advertising materials inside Leon's Centre, and
- client servicing at games.

### QUALIFICATIONS AND REQUIREMENTS

- Post-secondary diploma or degree in a business related field.
- Minimum 2 years sales experience, ideally with a sports franchise, with a proven track record in a high volume sales environment.
- Computer literacy required, with good working knowledge of Microsoft Word, Excel, PowerPoint, and Outlook. Experience with sales CRM software is a plus.
- Position requires excellent oral and written communication skills.
- Excellent communication skills, both written and spoken.
- Competitive nature and contagious, positive attitude.
- Strong time management and organizational skills. Must be able to manage a demanding schedule of phone calls, appointments, and sales.
- Exceptional work ethic, strong desire to succeed, eagerness to learn, professionalism, and a passion for sales.
- Willingness to work evenings and weekends which include game nights and community events.
- Motivated to work with a base salary and competitive commission package.
- Ability to work effectively within a team environment.

### HOW TO APPLY

If you are a highly motivated and detail oriented sales professional, please apply by emailing your resume and cover letter to [hr@kingstonfrontenacs.com](mailto:hr@kingstonfrontenacs.com)

