



This is a unique opportunity to work in the exciting sports and entertainment industry, as Account Executive, Sponsorships with 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 with the Kingston Frontenacs!

ACCOUNT EXECUTIVE, SPONSORSHIPS

Are you an experienced account executive with and advertising sales background in the Kingston market looking for a new challenge?

The Account Executive, Sponsorships is an important member of the successful Business Operations team within the Kingston Frontenacs. The successful candidate will be responsible for developing new relationships with the hockey team and Kingston-area businesses, servicing and renewing current partnerships and sponsors, and bringing new business and sponsorship ideas to the team to help our partners reach their goals and objectives. The successful candidate brings a “what it takes to win” attitude to the team, is ready to hit the ground running, and is both a champion teammate and thrives working independently.

RESPONSIBILITIES

- Developing new business opportunities for the Kingston Frontenacs through sponsorships and ticket sales to local businesses, organizations, and agencies
- Maximizing sales according to the given objectives by actively expanding contacts, making strategic presentations to potential clients, and by proposing relevant advertising solutions
- Researching local businesses and organizations, new business developments, and establishing new contacts as the marketplace changes
- Networking with local businesses and organizations to acquire leads
- Maintaining ongoing relationships with corporate partners to ensure high level of satisfaction through servicing and the prompt resolution of issues and concerns
- Executing a busy schedule of meetings with local corporate advertising decision makers with a significant level of related phone work and face-to-face meetings to support and increase sales
- Developing and maintaining good business relationships with existing and potential clients and key people in the advertising industry



- Utilizing industry connections and personal network to develop new business
- Maximizing networking opportunities by continuously ensuring the company's presence at various local events and functions
- Constantly on the look-out for industry and client trends, news, and information
- Participating actively in all business operations meetings, sales meetings, brainstorming sessions, and internal and external training seminars
- Ensuring sponsorship, advertising, and partnership elements are executed effectively and elements are accurate and professional
- Working Kingston Frontenacs games, team events, and external networking opportunities to entertain existing clients and potential new partners

QUALIFICATIONS

- An understanding of the corporate landscape in the greater Kingston area is an asset (local, regional, national advertisers)
- Experience in advertising or sponsorship sales with businesses in the greater Kingston area
- Degree or diploma in Business Administration, Marketing, Communications or any other relevant field
- Comfortable with initiating first contact with potential clients through cold calling
- Solid negotiation and sales closing skills
- Familiar with standard business computer software (Microsoft Word, Excel, PowerPoint, Outlook, etc).
- Knowledge of industry CRM software programs (i.e. Salesforce, Zoho, Pipedrive, Team Support, Infusionsoft, Pipeline CRM, etc.) is a plus
- Excellent time management and organizational skills.
- Excellent communicator
- Customer focused and results oriented
- Valid G class driver's license and ability to be insured on company's corporate vehicles

APPLY NOW

Applications will be accepted until the successful candidate is found. Please send electronic resume (PDF or Microsoft Word format) to hr@kingstonfrontenacs.com All resumes will be received confidentially.

We will make accommodation available to job applicants with disabilities in the recruitment process. During this process, if an applicant requires accommodation, please advise and we will consult with the applicant and arrange for a suitable accommodation that takes into account the applicant's accessibility needs.