



Sarnia Sting Hockey Club  
1455 London Road  
Sarnia, ON  
N7S 6K7

<b>JOB TITLE</b>	<b>Intern – Corporate Sales Associate</b>
<b>REPORTS TO</b>	<b>Jake Bourrie – Manager, Marketing and Digital Media</b>

#### JOB PURPOSE

The Intern – Corporate Sales Associate position is an integral part of the Sarnia Sting Marketing Department, and focuses on corporate sales through game day promotion activation. The person who fills this position will be required to work all home games (34) and additional promotional events throughout the season as necessary. The primary function of this role is assisting the corporate sales team in servicing their clients and ensuring all contractual obligations are met. This position reports directly to the Jake Bourrie, Marketing and Digital Media Manager as well as VP of Corporate Partnerships Geoffrey Hare.

#### DUTIES AND RESPONSIBILITIES

- Oversee and execute game day ceremonies (puck drops, sponsored presentations etc)
- Plan and execute corporate sponsor activations
- Collect and organize Proof of Performance to send to clients
- Assist corporate sales team in identifying new potential clients
- Prepare all promotional materials, track and stock inventory of giveaway merchandise
- Lead In-Game Host and promo team, ensuring all promotions can be run successfully and on schedule
- Assist in the development of new promotional activities to improve fans in-game experience and draw sponsorship
- Other duties as assigned

#### QUALIFICATIONS

- Sports and Recreation Management student preferred
- Experience in Marketing and Promotions an asset
- Must have great customer service skills, be well organized, and enthusiastic
- Reliable, self-motivated, and able to work ALL 34 home games

#### WORKING CONDITIONS

This position requires regular evening and weekend work, as dictated by our home game schedule for the season. Additional hours will be required on game days before and after the game to allow for preparation of the concourse and promotions, as well as clean-up. In addition, a minimum of 2 hours within the office on non-game days is expected. Other dates may be added based on the needs of the organization.

Certain intermission promotions will require Game Day staff to walk on the ice, appropriate footwear should be worn at all times and proper care should be taken to prevent injury. On game days, all intern staff will be required to wear the provided game day uniform, with business attire pants and shoes.

#### PHYSICAL REQUIREMENTS

Physical requirements include but are not limited to:

- Set up and take down of concourse (tables and chairs)
- Majority of the game will be spent walking/standing, including frequent use of stairs
- Other duties as required

#### TO APPLY

Please send your cover letter and resume by July 29, 2018, to: [buzz@sarniasting.com](mailto:buzz@sarniasting.com), citing the job title in the subject line. References may be required upon request.

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