



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

JOB TITLE	Manager, Corporate Partnerships
REPORTS TO	Bill Abercrombie – Club President

JOB PURPOSE

The Manager of Corporate partnerships is an integral member of the Sarnia Sting front office staff. This individual will manage a team of corporate sales executives while building and servicing their own book of business. The preferred candidate will adopt a team-based sales strategy and motivate sales executives to help the club reach and ultimately surpass revenue targets. The Manager of Corporate partnerships will be responsible for setting, communicating and meeting deadlines as they pertain to corporate partnerships.

DUTIES AND RESPONSIBILITIES

- Ensure the flawless execution of agreements with existing partners.
- Working to develop relationships with new partners at the local, and national level.
- Work to develop new partnership programs & opportunities which can maximize partner exposure.
- Advance the partnership program across all platforms offered by the Sting: Internet, Print, In-Arena Signage, & Video Board programming.
- Ensure the flawless execution of game night promotions and community programs which mutually benefit the fans and corporate partners.
- Serve as a continual liaison between the club and corporate partners.
- Responsible for the accounting associated with agreed upon corporate partnerships.
- Act as lead contact with the Ontario Hockey League and CCMC to fulfill contractual obligations.

QUALIFICATIONS

- Degree or diploma in business, marketing, sport management or relevant field
- 3-5 years' experience in Sales, Marketing and Promotions
- Must be extremely organized, with strong communication skills (written and verbal)
- Proficient with Microsoft Applications and Google Docs
- Passion for the game of Hockey

TO APPLY

Please send a cover letter and resume by September 14, 2017, to: 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.
