**JOB DESCRIPTION / PROFILE - Full Time**

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<th>Job Title</th>
<th>Manager, Community Partnerships and Group Ticket Sales</th>
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<td>Location</td>
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**Overview of Position**

The Winnipeg ICE are looking for a hardworking and driven person to connect and create experiences for community organizations and groups with the Winnipeg ICE. This full time position requires a highly motivated individual, with exceptional interpersonal skills. Excellent organizational skills and dedication to providing superior customer service are essential. The successful candidate will also develop relationships with community groups that align with the Winnipeg ICE brand and values.

The Winnipeg ICE are one of 22 member clubs in the Western Hockey League (WHL). The ICE are one of six teams playing out of the WHL’s East Division. The WHL consists of 17 clubs located in Western Canada and five in the U.S. Pacific Northwest. The WHL is a member of the Canadian Hockey League and has been a supplier of talent for the National Hockey League for over 50 years. The WHL is also the leading provider of hockey scholarships with over 350 graduates each year receiving WHL Scholarships to pursue a post-secondary education of their choice.

**Essential Functions**

- Revenue generation created by identifying and aligning group offers with the Winnipeg ICE.
- Create opportunities for community organizations to raise funds and awareness through partnerships with the ICE.
- Sell tickets to groups and create custom group offerings by establishing contact and developing relationships with organizations and recommending solutions.
- Comfortable creating virtual connections using social media, video conference, email and mobile business tools.
- Maintain relationships with clients and community partners by providing support, information, and guidance; researching and recommending new opportunities.
- Maintain relationships and be accountable for all execution items involved with a group attending a game or community partnership.
- Support community activations and events.
Maintain professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; and participating in professional societies.

Prospect potential groups and community partnerships using various direct methods such as calls, face to face meetings, virtual meetings and indirect methods such as networking.

Contributes to team effort by accomplishing related results as needed.

Be able to gain knowledge of various ticketing platforms by attending educational workshops and training.

Ability to attend all Winnipeg ICE home games.

Plan and execute in game activations/promotions.

**Critical Skills**

- High motivation for sales, creating experiences and partnerships and the ability to source new leads, foster existing relationships and work in a fast paced environment.
- Professional phone, email and interpersonal skills are essential.
- Excellent presentation skills with high energy and the ability to work with others.
- Very strong organizational skills to stay on task and effectively manage competing demands towards successful and timely completion of projects.
- Ability to problem solve and overcome objections on the telephone
- Demonstrate a courteous, polite, customer service approach
- Understanding target markets
- Research skills to find new potential clients

**Educational Work Experience Requirements**

- Bachelor’s or master’s degree with a concentration in marketing, promotions, advertising sales, or business administration preferred.

To apply for this position please email your resume, cover letter, and to [info@50below.ca](mailto:info@50below.ca) using **Manager, Community Partnerships and Group Ticket Sales** in the subject line.

_The Winnipeg ICE thanks all that apply however only those selected for interviews will be contacted._