



**CANUCKS SPORTS & ENTERTAINMENT**  
**EMPLOYMENT OPPORTUNITY**  
(Permanent, Full-time)

**Position:** Partnership Sales Manager - Esports  
**Department:** Esports & Corporate Partnerships  
**Reports to:** Director, Corporate Partnerships

**POSITION SUMMARY:**

The Partnership Sales Manager (Esports) will be primarily responsible for prospecting, proposing, and negotiating new business opportunities in the emerging gaming and esports space. The incumbent will have the opportunity to become a leader in one of the fastest growing aspects of the sports and entertainment world. They will be responsible for prospecting both endemic and non-endemic brands and will drive the sales process including leading pitches, engaging in negotiations, and ultimately getting deals to agreement. The majority of focus will be driving sponsorship revenue for the Vancouver Titans, with some spillover to the Seattle Surge.

**ESSENTIAL DUTIES AND RESPONSIBILITIES:**

(Other duties may be assigned as required)

- Responsible for assigned corporate partnerships and new business objectives as identified in the strategic plan on an annual basis
- Develop partnership proposals and fully integrated solutions including activations at homestand events, broadcast visible signage, digital/social programming, community events, etc.
- Maximize category yield in all assigned categories through the development of fully integrated partnerships
- Work closely with Partner Marketing & Activations team to ensure delivery on partnership objectives through disciplined planning and execution
- Deliver a high level of service to all partners and clients
- Manage all aspects of the sales and service process through Corporate Partnership CRM to ensure full organizational visibility for the purposes of reporting all opportunities and demonstrating status of goals and objectives as identified in the strategic plan
- Contribute positively to the sales team culture by developing mutually beneficial working relationships with all team members
- Participate and contribute to sales team meetings and training sessions
- Work event nights as assigned

**REQUIRED EXPERIENCE AND QUALIFICATIONS:**

- Bachelor's degree in a business-related or sports management discipline is required; post-graduate degree or diploma in a related discipline is preferred
- Minimum of three years of professional or team sport sales experience preferred
- Strong project management skills and sales proposal experience
- Good organizational and time-management skills
- Good oral and written communication, customer service, problem-solving, and contract negotiating skills
- Energetic self-starter with the ability to function in a fast-paced environment, handle multiple projects and adhere to deadlines
- Proficient computer skills including experience with Microsoft Office (PowerPoint, Word, Excel, and Outlook) as well as the ability to learn and master new software programs including KORE Sponsorship Software system (customised Microsoft CRM)
- Strong relationships and/or contacts with direct clients and agencies based locally and throughout Canada preferred
- Availability to work flexible hours including nights, weekends, and holidays as required

Interested, qualified candidates are invited to apply online at [www.canucks.com/jobs](http://www.canucks.com/jobs). This position will remain open until filled.