

BC Lions Football Club Inc.

Football Operations
10605 City Parkway
Surrey, British Columbia
Canada V3T 4C8

Tel. 604-930-5466
Fax. 604-583-7882
www.bclions.com



TICKET SALES REPRESENTATIVE

The BC Lions Football Club is seeking a extremely motivated and professional Ticket Sales Representative to join our goal oriented sales team. Working within Business Operations, the sales team is committed to prospecting, selling and servicing the local corporate community and fan base in the sale of BC Lions ticket packages. A position with the BC Lions ticket sales team offers successful Ticket Sales Representatives opportunities for advancement, collaboration with the entire Business Operations department and an engaging environment to begin a career in professional sports.

COMPANY

Since 1954, the BC Lions have been an influential member of the Canadian sports scene. Steeped in tradition and history, the club provides an exciting form of sports entertainment to a devoted and loyal fan base. Committed ownership, accomplished management and a winning team have helped propel the organization into a new era of sports entertainment. For more information on the BC Lions Football Club, visit www.bclions.com.

JOB DESCRIPTION

- Outbound selling of BC Lions Football Club season tickets, group tickets, advertising and other ticket & hospitality products
- Generate new sales through intensive telephone prospecting, outside appointments, referrals and leads generated through networking
- Meet or exceed weekly, monthly and long term sales goals
- Provide excellent customer service, while generating repeat business and referrals
- Participate and contribute to weekly sales team meetings and training sessions
- Maintain account records for upkeep of customer relationship database
- Attend networking events to promote team in the local business community
- Represent the Lions organization in an exemplary manner
- Assist with other sales team, operational and game day duties as assigned
- Full-Time, 40+ hours per week (some evening hours and weekend work required)
- Base plus commission and bonuses on performance

VALUES

- Work within a team environment to achieve common team goals
- Assertive, competitive, passionate and goal oriented
- Strong work ethic and a desire to build a career in sales and professional sports

QUALIFICATIONS

- Business, Marketing, or Communications degree preferred
- Relevant sales education or work experience will be considered
- Have a friendly, professional and confident interpersonal manner
- Excellent time management and organizational skills
- Effective oral and written communication skills
- Excellent computer skills -- proficient in Microsoft Office (Word, Excel, PowerPoint, Outlook) and online research

HOW TO APPLY

If you are qualified for the Ticket Sales Representative position and would like to work in an exciting, professional environment please submit your resume and cover letter to jhill@bclions.com. *No phone calls please*. Only those short-listed will be contacted, thank you.