



Who we are

The future is bright for tennis in Canada, and you will be right in the middle of it all at Tennis Canada! A national sport organization with a mission to lead the growth of tennis in Canada and a vision to become a world-leading tennis nation, Tennis Canada seeks to grow participation across Canada and develop champions on the international stage. Tennis Canada also owns and operates the Rogers Cup presented by National Bank tournaments in Toronto and Montreal, two of the best-run sporting events in the world which annually bring the globe's best tennis players to Canada. In recent years, Canadian tennis has seen historic achievements, with players reaching Grand Slam finals and record high world rankings, and participation and interest on the rise. Join us as we look to build on this exciting momentum and produce even greater results. We are a team of innovators, who are passionate about our work and pursue excellence together every day.

What we are looking for

Director, Corporate Sales

Reporting to the Vice President, Chief Commercial Officer, the Director, Corporate Sales' main responsibilities will be to generate revenue for the organization. The position holder will identify new revenue sources while maintaining and renewing expiring partnerships. This position's main focus is to maintain great standing relationships with existing partners and to maximize revenue of multi-platform resources: event, retail, signage, television, digital and print.

- Identify and source business opportunities with the express goal of generating new revenue streams from open categories;
- Maintain and service current partners to an above industry level standard ensuring Tennis Canada is viewed as a best in class organization;
- Promote upsell opportunities where possible to maximize revenue;
- Build awareness of Tennis Canada's sellable assets across multiple platforms by marketing and active solicitation;
- Represent Stadium Sales team by marketing suites and tickets;
- Generate new corporate hospitality/ticketing revenue as part CP deals, both renewals and new business.

Who you are

- University degree;
- Strong knowledge of the sports and media industry (television, digital, radio, print);
- 8 years of experience in sales;
- Proven experience in sales management;
- Excellent communication skills, both oral and written, strong presentation ability;
- Personable disposition and professional appearance that best fits the high standards of the organization.

What's in it for you

- Be part of a dynamic organization that makes a difference across Canada;
- Get in the game! Join the Rogers Cup team;
- Be part of an innovative, vibrant and passionate team;
- Join the organization that sets the standard and always strives for excellence.

Interested?

Send us your resume at resumes@tenniscanada.com