



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

Corporate Sales Executive

Reporting to the Regional Director, Stadium Sales, the Corporate Sales Executive is responsible for renewing, prospecting, developing and selling corporate hospitality, group packages and tickets to Tennis Canada Championship events (currently Rogers Cup presented by National Bank) to maximize revenue.

- Develop and execute ticket strategies to be implemented as part of a team collaboration for all Tennis Canada Championship events;
- Implement sales strategies, as assigned, to generate sales revenue;
- Engage and participate with other sales committees to help develop prospects and sales;
- Ensure personal and corporate revenue targets are met or exceeded;
- Proactively develop new sponsorship revenue opportunities, specifically from current and prospective Corporate Hospitality clients (as needed);
- Ensure timely, effective and efficient correspondence and follow-up with clients;
- Work with internal and external stakeholders to ensure optimal sales strategies are being implemented;
- Coordinate ticket sales program through offsite events;
- Mentor Seasonal Sales staff to be sure sales targets are met or exceeded;
- Provide excellent customer service to clients;
- Handle incoming sales calls in a positive, effective manner while recognizing new business, corporate and upsell opportunities;
- Assist in other Tennis Canada events and other special projects for the Rogers Cup presented by National Bank (as needed).

Who you are

- Minimum of 5 years of sale experience;
- BA or equivalent;
- Account Management and customer service experience;
- Effective time management skills and the ability to work within strict timelines;
- Natural aggressive approach and positive attitude;
- Self-starter with a team-oriented focus;
- Fluency in one or more languages other than English is considered an asset;
- Professional demeanor.



Working conditions

Increased hours in the summer months including some weekend work where applicable. Limited travel is required.

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