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

Consumer Account Executive (CAE)

Get a head start in a VERY competitive sports industry! Rogers Cup is a world-class event and Tennis Canada is extremely well known as a world-class organization that produces world-class people. This is an excellent opportunity for anyone interested in a career in the sports and entertainment industry. Join a competitive, dynamic and fast-paced team for the hottest sporting event in the summer.

Take a HUGE step toward building a career in sports as part of the Stadium Sales team at Tennis Canada and Rogers Cup. Team members receive professional training and ongoing mentorship from our full time sales executives; as well as intensive training from an industry expert who has worked with teams in the NBA, MLB, NHL and EPL. CAEs are responsible for contacting and selling world-class entertainment to past supporters of the Rogers Cup. The position pays a base wage plus commission on sales. Some of your responsibilities are:

- Contact past ticket buyers by telephone to renew/up-sell previous purchases;
- Handle incoming sales calls in a positive and effective manner while recognizing new business, corporate and up-sell opportunities.

Who you are

- Excellent communication skills, both written and oral;
- 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;
- Sales experience (asset);
- Fluency in one or more languages other than English (asset).

Working conditions

Must be able to work share of evening and weekend shifts as well as all nine (9) days of the tournament.

- Temporary position, from May 4, 2020 – August 19, 2020;
- Location is Aviva Centre at York University;
- Availability to work Monday to Friday, 9:00 a.m. to 5:00 p.m.;
- Some evening and weekend shifts required;
- Extended hours will occur during the tournament (August 8-16, 2020).

Compensation

- Base wage plus commission;
- Complimentary meals during the tournament;
- Official tournament clothing;
- Complimentary parking and facility usage at Aviva Centre;
- Tickets to Rogers Cup as outlined in our annual employee staff policy.

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?

Applications for this position will be accepted until February 6, 2020 at 3:00 p.m. EST.

Send us your resume at resumes@tenniscanada.com & please quote job# **TCSALES20.**

Only qualified applicants will be contacted.
www.rogerscup.com