



Position: Account Executive, Corporate Sponsorships and Premium Ticket Sales
Queen City Sports & Entertainment Group Ltd.
Reports To: Director of Sales

Overview

The Account Executive will primarily be responsible for assisting the Director of Sales “DOS” with new sponsorship sales, premium ticket sales, and the servicing of clients. This position will report to and work closely with the DOS to develop and implement the Pats sales strategy and activate the Club’s overall partnership strategy. The role requires availability for irregular work hours, including all game days and nights.

Responsibilities (Include but not limited to)

- Establish, build, and maintain client relationships to increase satisfaction and retention (including cold calls)
- Contact prospective clients and develop new sponsorship and premium ticketing opportunities
- Assist with game day operations to ensure sponsorship commitments are met
- Build relationships with community partners
- Track sales activity in CRM
- Ensure sponsorship and ticket sales fulfillment (in-venue and digitally)
- Provide analytics and end-of-campaign reports to clients as needed
- Manage contracts and related documentation
- Collaborate with the DOS on revenue generation strategies
- Perform other duties as assigned, including on game days

FOR MORE INFORMATION PLEASE CONTACT:



REGINA PATS HOCKEY CLUB
reginapats.com

1463 Albert St
Regina, SK, S4R 2R8

T 306-522-7287
F 306-569-1021





Competencies & Requirements

- Professionalism as a representative of the Pats
- Availability to work evenings and weekends during the season

Qualifications & Skills

- Proficiency in Microsoft Office
- Strong written and verbal communication skills
- Strong presentation skills
- Strong strategic thinking abilities
- Ability to work under pressure and meet tight deadlines
- Excellent organizational skills
- Bachelor's degree in business, marketing, or a related field
- Previous sales and partnership experience (considered an asset)
- Knowledge of junior hockey and the sports environment (considered an asset)

To apply for this position, please send your resume to hr@reginapats.com.

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