



## **Ottawa Rapid FC Senior Account Manager, Group Sales**

Ottawa Rapid FC is a founding member of the Northern Super League, Canada's first women's pro soccer league alongside clubs in Halifax, Montreal, Toronto, Calgary and Vancouver. At Ottawa Rapid FC we believe in the codependence of purpose and performance. We constantly strive for excellence through continuous improvement and growth but stay grounded in our core purpose and values.

The Senior Account Manager, Group Sales is highly motivated, energetic, and results-driven and joins the revenue generating team of the organization to generate, develop, and close group experiential sales opportunities. This dynamic role focuses on engaging new audiences, building lasting community relationships, and maximizing ticket revenue through proactive outreach and relationship management.

### **Key responsibilities include:**

- Continuously identify and research leads through cold calling, emailing, attending community events, networking, and leveraging social media to prospect new group sales opportunities (youth soccer clubs, schools, community organizations, etc.).
- Cultivate long-term relationships with community groups, minor soccer associations and organizations, acting as the primary ambassador between the team and potential group clients.
- Oversee implementation and fulfillment of tickets and experiences. Work closely with the game-day operations team to coordinate logistics for group events and in-stadium experiences.
- Conduct client needs assessments, provide tailored package recommendations, and close group sales agreements designed to enhance the fan and group experience.
- Strong external ambassador for RapidFC delivering impactful sales results and building long term growth in relationships.
- Leverage market intelligence to support the team with identifying the market's demand, sports ticketing trends, and benchmark the property's KPIs and pricing to deliver desirable ROI.
- Gather and relay client feedback and community trends to inform future sales strategies and promotional offerings.
- Support the team with administrative tasks such as preparing and updating sales materials, reporting, liaising with internal departments, gathering data, and addressing inbound inquiries.

### **Requirements:**

- Minimum 5+ years of relevant direct to customer sales, customer and/or account management experience (equivalent experience in a related field will be considered).



- Minimum University-level post-secondary education in English, Marketing, Business Administration, or other related majors (equivalent experience in a related field will be considered).
- Proficiency in Excel with recent experience working with CRM (Hub Spot) software, within a Ticketmaster/Achtics environment and other organizational tools such as Monday.com and Tradable Bits.

**Your application will stand out if you:**

- Have an excellent command of both English and French languages with superior communication skills, both written and oral.
- Have a proven record of achieving and exceeding sales goals.
- Are a self-starter with strong organizational skills and relentless drive to prospect and win business.
- Have a strong ability to prioritize competing priorities (both internal and external) while working towards tight deadlines.
- Thrive in a fast-paced environment where every day is different; you are committed and excited by the sports industry where certain times of the year require greater commitment to work. Passion for soccer is a plus.

**Job details:**

- This is a full time, permanent position that requires the candidate to be in Ottawa.
- Flexible hours, including evenings and weekends as required for games and events.
- Base salary plus bonus structure with total compensation ranging between \$70,000 - \$80,000 plus comprehensive health benefits.
- Job posting closing date September 5, 2025.
- Expected start date September 22, 2025.

Please submit your cover letter and resume to [jobs@rapidfc.ca](mailto:jobs@rapidfc.ca), with job title in the subject line.