MONTRÉAL ROSES

Ticket Sales Representative

Position: Ticket Sales Representative
Reports to: Box Office Director
Location: Laval, Quebec
Employment Type: Permanent, Full-Time

Summary:
The Montréal Roses is looking to recruit a Ticket Sales Representative who is focused on achieving sales targets and professionally managing client relationships. With a strong focus on business development, the representative will be responsible for contacting prospective clients, pursuing assigned sales opportunities, and maintaining client records using the team's CRM software.

This position plays an essential role in growing revenue from tickets, packages, and member experience programmes.

Key Responsibilities (including, but not limited to):

- Conduct structured prospecting activities (calls, emails, follow-ups, events) to develop new sales opportunities.
- Maximise revenue through the sale of various ticket packages.
- Meet weekly and monthly sales targets established by management.
- Present ticketing products (season tickets, packages, corporate programmes) clearly, professionally, and in a manner tailored to client needs.
- Use the team's CRM to manage client accounts and reach new prospective clients.
- Prepare campaign reports, including analysis and research, to develop future sales leads.
- Manage walk-in visitors and incoming calls from prospective and existing clients.
- Work on match days and at other events to support ticket sales and partnership initiatives.
- Focus on maintaining an exceptional level of customer and fan service, operational excellence, and strategic vision while adhering to policies and procedures.

- Assist clients on match days, ensuring they make the most of their experience.

Qualifications

- 2–5 years of sales experience.
- Excellent verbal communication skills in French and English.
- Proficiency in basic Microsoft Office applications.
- Experience with a ticketing system is an asset.
- Previous experience in sales.

Required Skills

- Motivated, persistent, and results oriented.
- Able to work in a structured manner and independently.
- Courteous, an excellent communicator, and attentive to customer needs.
- Personable, positive, energetic, and confident in their abilities.
- Persuasive, competitive, and committed to the sports industry.
- Demonstrated ability to achieve targets and effectively manage a sales pipeline.
- Knowledge of soccer is an asset.

Our Values:

- **Encourage courage:** Be a bold voice that inspires
- **Excel with integrity:** Prioritize authenticity in everything you create
- **Champion diversity:** Build bridges and break down barriers
- **Celebrate community:** Highlight our supports and our inclusive commitment

To apply, send your résumé and cover letter **to info@rosesmtl.ca with "Application – Ticket Sales Representative"** in the subject line before December 1st, 2026.

The Montréal Roses are committed to ensuring that its recruitment and selection processes and work environment are inclusive. Arrangements are available upon request for individuals involved in all stages of our recruitment and selection processes. Only selected candidates will be contacted.