



## **MONTRÉAL ROSES**

### **Ticket Sales Representative**

**Position:** Ticket Sales Representative

**Reports to:** Director, Ticketing

**Location:** Laval, Quebec

**Status:** Permanent, full-time

#### **Summary:**

The Montréal Roses are seeking a results-driven Ticket Sales Representative to join our ticketing team. This role focuses on achieving sales targets and building strong customer relationships through proactive business development. The successful candidate will be responsible for prospecting new clients, converting sales opportunities, and maintaining accurate customer records in our CRM system. This is a critical position in driving revenue growth across tickets, packages, and premium member experiences.

#### **Responsibilities (including, but not limited to):**

- Execute structured prospecting activities including outbound calls, emails, follow-ups, and event activations to generate new sales opportunities
- Maximize revenue through the sale of season tickets, group packages, and premium hospitality offerings
- Achieve weekly and monthly sales targets established by management
- Present ticketing products (season tickets, flex packages, corporate programs) in a clear, professional manner tailored to customer needs
- Utilize the team's CRM system to manage accounts, track activity, and identify new prospects
- Prepare campaign reports including analysis and performance tracking to inform future sales strategies
- Manage walk-in traffic and inbound inquiries from prospective and existing customers
- Support sales and partnership initiatives on game days and at special events
- Deliver exceptional customer service while maintaining operational excellence and adhering to organizational policies



- Enhance the fan experience on match days by ensuring customers maximize their time at the stadium

### **Qualifications:**

- 2-5 years of sales experience
- Bilingual proficiency in English and French
- Proficient in Microsoft Office Suite
- Experience with a ticketing system (an asset)
- Demonstrated track record of meeting or exceeding sales targets

### **Required Skills:**

- Highly motivated, persistent, and results-oriented
- Ability to work independently while maintaining structure and accountability
- Excellent communication and active listening skills
- Strong interpersonal skills with a positive attitude, energetic personality, and self-confidence
- Persuasive, competitive, and passionate about the sports industry
- Proven ability to manage a sales pipeline and convert leads effectively
- 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 application (resume and cover letter) to [info@rosesmtl.ca](mailto:info@rosesmtl.ca) with "Application – Ticket Sales Representative" in the subject line before March 6, 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.