



AFC Toronto
Northern Super League

Account Executive, Ticket Sales

Job Description:

AFC Toronto is seeking motivated and outgoing candidates to become an integral part of our sales team. You will play a vital role in growing our brand as we head into our second season of the Northern Super League (NSL) – specifically with ticket sales, customer service initiatives, relationship building, and event implementation.

Reporting to the Director, Ticket Sales & Service, you will be responsible for driving ticket sales while delivering top-tier customer service. This role requires an individual who can actively engage with current and prospective supporters, provide products and experiences that align with group expectations, and ensure supporters have an excellent experience throughout their journey with our club.

Key Roles & Responsibilities:

- Execute ticket sales campaigns and maintain CRM databases.
- Meet and exceed sales outreach and revenue goals set by management.
- Support the planning, coordination, and implementation of sales strategies.
- Prospect new business through selling, networking, phone calls, and meetings.
- Maximize revenue through ticket sales products including group packages, season tickets, premium tickets, and flex packages.
- Build relationships with community partners.
- Focus on ensuring the maintenance of top-tier customer/supporter service levels, operational excellence, and strategic insight.
- Perform additional office duties and special projects as assigned.
- Attend events to represent the AFC Toronto brand.

Required Skills & Qualifications:

- Previous experience in developing sales and service relationships, preferably within sports or entertainment.
- Ticketmaster Archtics and CRM database knowledge is an asset.
- Highly motivated with a strong work ethic.
- Ability to work in a diverse, fast-paced environment.
- Positive, enthusiastic, and energetic personality.
- Flexible work schedule – including some evenings and weekends.
- Possess strong time management skills and ability to prioritize tasks.
- Degree or diploma in Sports Management or a related field is considered an asset.
- Must be based in the GTA and legally eligible to work in Canada.

Type of Position & Location:

- Full Time
- Hybrid Work Environment in Toronto, ON. Must attend all matches played at York Lions Stadium and BMO Field.

Benefits:

- Competitive salary, performance-based incentives, and comprehensive health benefits
- Opportunities for professional growth and advancement within the organization
- Fun, energetic work environment

APPLICATION DEADLINE: DECEMBER 15TH

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