



AFC Toronto
Northern Super League

Senior 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 corporate ticket sales, customer service initiatives, relationship building, and event implementation.

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

Key Roles & Responsibilities:

- Maximize revenue through ticket sales products primarily focused on corporate businesses, including group packages, season tickets, premium tickets, and flex packages.
- 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.
- Attend corporate networking events.
- 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 corporate/B2B sales, preferably within sports or entertainment, is required.
- Ticketmaster Archtics and CRM database knowledge is an asset.
- Access to a vehicle is preferred.
- 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.
- 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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