



Inside Sales Associate

We are PLAY Hockey. Hockey is our passion, and we love helping young players reach their full potential. Our veteran team of professionals delivers camps, clinics, leagues, teams, tournaments, and international tours to markets across North America. We strive to make a difference every day, act with integrity, and always love the game.

PLAY Hockey is looking for a hardworking and driven person to grow hockey events and enhance the overall experience for hockey organizations attending PLAY hockey events.

This full-time position requires a highly motivated individual, with exceptional interpersonal skills, excellent sales skills and dedication to providing superior customer service. They will be results oriented and responsible to prospect, create relationships, effectively present products and services to Hockey Organizations, Associations and Brands.

Responsibilities

- Create target prospect list
- Sell products by establishing contact and developing relationships with prospects; recommending solutions
- Comfortable creating virtual connections using social media, video conference, email and mobile business tools
- Maintain relationships with clients by providing support, information and guidance, researching and recommending new opportunities
- Maintain and grow relationships with B2B Hockey organizations and brands
- Prospect potential customers using various direct methods such as cold-calling, email and social media (LinkedIn) in addition to internal lead lists that are provided for current customers
- Contribute to team effort by accomplishing related results as needed and provide valuable improvement feedback
- Other duties and tasks as assigned by Management.

Qualifications

- Bachelor's Degree or Diploma with a concentration in marketing, promotions, advertising sales, or business administration preferred
- At least three (3) years of industry sales experience
- High motivation for sales and the ability to source new leads, foster existing relationships and work in a fast-paced environment
- Professional phone, email and interpersonal skills are essential
- Excellent presentation skills with high energy and the ability to work with others
- Very strong organizational skills to stay on task and effectively manage competing demands towards successful and timely completion of projects
- Ability to problem solve and overcome objections on the telephone
- Demonstrate a courteous, polite, customer service approach
- Understanding target markets
- Research skills to find new potential clients



Play Hockey offers a competitive compensation package, benefits program, and hybrid work environment. Our state-of-the-art office includes amenities such as gym, professional Pickleball court, free parking, and much more.

Play Hockey promotes continuous improvement in our staff, processes, skills, and fosters career growth throughout.

Please apply online or submit your resume to: careers@playhockey.com