



Indigenous.Link

Canada's fastest growing Indigenous career portal, Careers.Indigenous.Link is pleased to introduce a new approach to job searching for Indigenous Job Seekers of Canada. Careers.Indigenous.Link brings simplicity, value, and functionality to the world of Canadian online job boards.

Through our partnership with Indigenous.Links Diversity Recruitment Program, we post jobs for Canada's largest corporations and government departments. With our vertical job search engine technology, Indigenous Job Seekers can search thousands of Indigenous-specific jobs in just about every industry, city, province and postal code.

Careers.Indigenous.Link offers the hottest job listings from some of the nation's top employers, and we will continue to add services and enhance functionality ensuring a more effective job search. For example, during a search, job seekers have the ability to roll over any job listing and read a brief description of the position to determine if the job is exactly what they're searching for. This practical feature allows job seekers to only research jobs relevant to their search. By including elements like this, Careers.Indigenous.Link can help reduce the time it takes to find and apply for the best, available jobs.

The team behind Indigenous.Link is dedicated to connecting Indigenous Peoples of Canada with great jobs along with the most time and cost-effective, career-advancing resources. It is our mission to develop and maintain a website where people can go to work!

Contact us to find out more about how to become a Site Sponsor.

Corporate Headquarters:

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Job Board Posting



Careers.Indigenous.Link

Date Printed: 2025/09/30

Manager, Business Affairs

Job ID	327319-en_US-8567	
Web Address	https://careers.indigenous.link/viewjob?jobname=327319-en_US-8567	
Company	Rogers	
Location	Toronto, ON	
Date Posted	From: 2025-09-29	To: 2050-01-01
Job	Type: Full-time	Category: Telecommunications

Description

Are you ready to take your career to new heights and be a part of a dynamic team at Rogers Sports & Media? We believe in creativity, innovation, and collaboration in everything we do, and we are looking for people who share this mindset to join us. With a monthly reach of 30 million Canadians, you can help shape the future of sports, news, e-commerce, and entertainment. At Rogers, we value diversity and inclusivity and believe that every voice matters. Join us today and be a part of a team that is redefining the future of media.

Manager, Business Affairs

Who we're looking for: Rogers Sports & Media is looking for an experienced professional with a passion for sports and entertainment to join our Business Affairs team. This team is responsible for leading analysis, negotiation, and contract management for the biggest rights portfolios and personalities in Canadian Media. The team also negotiates and manages relationships with important operational partners including those that support digital distribution of our key properties. This is a unique opportunity to tackle interesting challenges at the intersection of Sports, Entertainment, Broadcasting, and Content; working on a portfolio of traditional and digital products that are changing the way Canadians consume live sports and entertainment content.

The successful candidate is naturally curious and willing to challenge the status quo with new / innovative revenue growth and cost management strategies. They are data-driven and understand the importance of strong internal and external relationships to drive meaningful impact across Rogers Sports & Media.

What you will do:

- Support the acquisition and distribution of content
- Manage multiplatform distribution rights and inform multiplatform strategy
- Work with Programming, Sales, Production, Audio, and Product to assist in the implementation and execution of their respective strategies
- Advise on content acquisition and assist in contractual negotiations and drafting of template contracts
- Identification of and Negotiation with B2B OTT platforms
- Identify, develop, negotiate and execute distribution agreements with new (3rd party) digital distribution platforms to support Direct-to-Consumer growth targets
- Identify/support bundling and partnership opportunities
- Manage the on-going relationships for all third-party digital distribution platforms
- Business Management
- Manage and oversee coordination between Business-to-Business clients, RSM digital and marketing teams to ensure seamless execution of initiatives and delivery on contractual commitments
- Monitor, research and analyze the competitive media environment, new products and distribution arrangements that could inform RSM strategies and decisions
- Establish, track and assess key performance indicators for partnership opportunities
- Provide insights for business case development
- Contract management and planning
- Negotiation of on-air media personalities

contractsAnalyze and review use of media personalities across the Network to inform value, structure and compensationManage media personality portfolio including advising various business units on services rendered, renewals, termination rights, non-compete and exclusivityLiaise with finance, HR, and legal teams to ensure business objectives are appropriately reflected in all agreements which involve any of our media personalitiesBuild and execute Rogers Sports & Media partnerships driving short- and long-term valueSupport management and negotiation of agreements with third parties (stats, feeds, images, etc.)Liaise with legal and finance on structure of deal, business objectives, and business risksBusiness development related to leagues, teams, and athlete/influencersSupport and provide analysis for rights management across all Sportsnet channels and propertiesSupport with operations, strategy, distribution, approvals, and negotiation of rights agreementsSupport SN cross-functional business units with implementation of our rights portfolio and media partnerships<p>What you will bring:
Experience in developing new client relationships and contract negotiations
Strong organizational skills with the ability to ensure project timelines and deliverables are met or exceeded
Excellent communications (written and verbal), presentation and interpersonal skills with an ability to build relationships
Strong background and understanding of digital content distribution across multi-platforms
A natural curiosity and drive to win
A deep passion for sports and the impact they have on Canadians
Experience working in a Sports, Entertainment or Media Organization an asset
To protect our people, brand and assets, a pre-employment background check will be conducted. As part of our selection process, all candidates must clear a criminal background check. Additionally, a credit check and drivers abstract may be required depending on the role.
Schedule : Full time
Shift: Day
Length of Contract: Not Applicable (Regular Position)
Work Location: 1 Mount Pleasant (083), Toronto, ON
Travel Requirements: None
Background Check(s) Required: Canadian Criminal Record Check and Driver's Abstract
Posting Category/Function: Digital & Program Management
Requisition ID: 327319
To support career growth, collaboration, and high-performing teams, all Corporate Employees are expected to work onsite a minimum of four (4) days per week starting October 6, 2025, increasing to five (5) days per week effective February 2, 2026. We believe that in-person connection strengthens our culture and drives industry-leading performance.
At Rogers, we believe the key to a strong business, is a diverse workforce where equity and inclusion are core to making everyone feel like they belong. We do this by embracing our diversity, celebrating our different perspectives, and working towards creating environments that empower our people to bring their whole selves to work. Everyone who applies for a job will be considered. We recognize the business value in creating a workplace where each team member has the tools to reach their full potential by removing any barriers for equal participation. We work with our candidates who are experiencing a disability throughout the recruitment process to ensure that they have what they need to be at their best. Please reach out to our recruiters and hiring managers to begin a conversation about how we can ensure that you deliver your best work. You matter to us! For any questions, please visit the

Recruitment Process FAQ
Posting Notes:
Rogers Sports & Media</p>

