

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:

Toll Free Phone: (866) 225-9067 Toll Free Fax: (877) 825-7564 L9 P23 R4074 HWY 596 - Box 109

Keewatin, ON P0X 1C0

Job Board Posting

Date Printed: 2024/05/03



Development Manager, Sports Sales

Job ID 240358-en US-7852

Web Address https://careers.indigenous.link/viewjob?jobname=240358-en US-7852

CompanyRogersLocationToronto, ON

Date Posted From: 2023-05-30 To: 2050-01-01

Job Type: Full-time Category: Telecommunications

Description

<p>Come play a key role in building the future of Sports & Depart of a transformational team & #8211; and that & #8217; sexactly what we & #8217; re building at Rogers Sports & Depart of a transformational team & #8211; and that & #8217; sexactly what we & #8217; re building at Rogers Sports & Depart of A team that innovates and a team that wins. & Depart & Depart

href="http://www.allinforequity.ca">www.allinforequity.ca.</p><p> </p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><

opportunity!</p><p>
Rogers Sports & Development Manager!</p><p><p><p><p>The Development Manager is responsible for driving media sales growth across all platforms (i.e. TV, digital & Development Manager is responsible for driving media sales growth across all platforms (i.e. TV, digital & Development Manager audio/radio, OOH/DOOH, Data, Experiential) through the creation of integrated solutions and strategic sponsorship opportunities for our partners (agencies and advertisers). & #160; The role will be part of, but not limited to the Sports Sales & Development Team reporting directly to the Sr. Manager, Sports Sales & Development Team reporting directly to the Sr. Manager, Sports Sales & Development Team reporting directly to the Sr. Manager, Sports Sales & Development Team reporting directly to the Sr. Manager, Sports Sales & Development Team reporting directly to the Sr. Manager, Sports Sales & Development Team reporting directly to the Sr. Manager, Sports Sales & Development Team reporting directly to the Sr. Manager, Sports Sales & Development Team reporting directly to the Sr. Manager, Sports Sales & Development Team reporting directly to the Sr. Manager, Sports Sales & Development Team reporting directly to the Sr. Manager, Sports Sales & Development Team reporting directly to the Sr. Manager, Sports Sales & Development Team reporting directly to the Sr. Manager, Sports Sales & Development Team reporting directly to the Sr. Manager, Sports Sales & Development Team reporting directly to the Sr. Manager, Sports Sales & Development Team reporting directly to the Sr. Manager, Sports Sales & Development Team reporting directly to the Sr. Manager, Sports Sales & Development Team reporting directly to the Sr. Manager, Sports Sales & Development Team reporting the Sr. Manager Sales & Developm

Development.</p><p><p><p>This role will also work cross-functionally to support various teams across Rogers Sports & Dorts & Amp; amp; Media. & #160; This individual will help conceive ideas, gather assets, create engaging sales material and support sales in presenting solutions to agencies and advertisers. They must understand Sportsnet's content, rights and how we can monetize all available platforms within the boundaries of secured agreements. They must establish productive relationships with internal Sportsnet areas, including Business Development/Relations/Strategy, Branded Content, Media Revenue Management, Insights, Data and Consumer Marketing. They should model an energetic, positive attitude that helps build and foster a "winning team" environment.</p><p> </p><p>As a team, Sportsnet is dedicated to bringing forward the best ideas for our advertising clients – creating compelling and engaging advertising experiences for our audiences. Our day-to-day is focused on developing holistic media strategies based on insights-driven concepts for both national and local clients. Our focus is on driving revenue for RSM while leading in the areas of media innovation and branded content.<:/p><:p> <:/p><:p>Your tool kit includes all of Rogers Sports and Media assets – with a focus on Sportsnet brands and platforms – and can push beyond into non-linear forms of advertising including events, co-marketing, and partnerships with other Rogers Communication assets</p><p>
<bb>What you will do…</p>Our role is dictated by the needs of our clients – and our day to day work can change significantly based on the nature of those needs and their asks. This can include developing branded content ideas, integrating into our original programming, establishing a content strategy for social-first campaigns, investigating new media technology, or planning virtual pop-ups and experiences!Support Account Managers in driving new and incremental revenue growth working on properties such as the NHL, NBA/WNBA, MLB, WWE and more. Work closely with our brand, product, and data teams to bring forward ideas that resonate with our audiences and have impact for our clientsLeverage insights, data, and Advanced Advertising capabilities in an impactful way for each proposalServe as a consultant to both client and our internal sales teams throughout the full sales process<:/li><:li>Stay close to proposals from the brief stage through pitch and into execution to ensure the best experience for clients and audiencesConsistently seek out new ways of approaching brand partnerships to develop best in class content integrations for RSMWork with Sports Sales & partnerships to develop best in class content integrations for RSMWork with Sports Sales & partnerships to develop best in class content integrations for RSMWork with Sports Sales & partnerships to develop best in class content integrations for RSMWork with Sports Sales & partnerships to develop best in class content integrations for RSMWork with Sports Sales & partnerships to develop best in class content integrations for RSMWork with Sports Sales & partnerships to develop best in class content integrations for RSMWork with Sports Sales & partnerships to develop best in class content integrations for RSMWork with Sports Sales & partnerships to develop best in class content integrations for RSM</l Development, Business Development/Relations/Strategy, Branded Content, Marketing, Legal and Media Revenue Management on annual sales plans for all properties across the various platforms.<:/li&qt;<:li&qt;Evaluate and translate property rights across platforms into selling guidelines by property in tandem with the Media Revenue Management team<:/li>Conduct semi-annual competitive analysis on best practices in branded content/media from around the world – with emphasis on sports properties.Responsible to create/build/complete "market ready" outbound integrated/multi-platform customer-ready proposals & roadshows as well as creative response for all in-bound qualified Sportsnet "RFP's" (request for proposal). This includes ideation (concept creation), preparation of the proposal including the marketing of the proposal, ensuring customer objectives are met, creative concepts are articulated clearly and include supporting research/creative/sales tools (if required).Prioritize all RFP’s and set up appropriate meetings and brainstorms with the internal groups.Work closely with Project Managers overseeing all aspects of the execution to support revenue goals across our platforms and properties<p>
What You Will Bring…</p>Able to multi-task in a fast paced environmentHighly motivated individual with excellent interpersonal and communication skills.Strong organizational, relationship building and leadership skills &roven track record of successful integrated programs, idea generation and project management Knowledge, experience and success in broadcast, digital and social media <:/li>Experience with developing and executing influencer campaigns and knowledge of influencer marketing an asset Excellent written and verbal presentation/communication skills PowerPoint, Excel, Photoshop skills is an asset Able to work independently and as part of a teamUnique ability to lead programs with many different internal stakeholders and manage their needs, perspective, and expectations<:/li&qt;<:li&qt;A high degree of comfort working in the "grey" – our work changes based on each client's ask and often involves media firstsDeep curiosity – about new media strategies, our clients’ businesses, and about pursuing new ideas and new ways of thinking<:/li><:li>Collaboration – the success of our team is rooted in an active commitment to share learning, ideas and any questions or obstacles to be solved together – a flexible and open approach to work is a key part of our success as a teamPassion for sports an asset <p>Here’s what you can expect in return:<:/b><:/p><:ul>:A competitive salary and benefits that include access to our Employee Share Accumulation Program, Retirement Benefits and a variety of other perks including 50% off Rogers services and Blue Jays ticketsA manager who deeply cares about your development and long-term career at RogersA team that trusts and wants to win togetherSmart and accomplished colleagues who are focused on both the " what " and the "how" Your choice of hardware and software (iPhone or Android/Mac or PC etc.) <:/li&at;</ul&at;<p&at; <:/p&at;<p&at;Schedule; Full time<br&at;Shift; Day<br&at;Length of Contract: Not Applicable (Regular Position)
Work Location: 1 Mount Pleasant (083), Toronto, ON
Travel Requirements: Up to 10%
Posting Category/Function: Sales & Description of the Count

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Shift: Day
Length of Contract: Not Applicable (Regular Position)
Work Location: 1 Mount Pleasant (083), Toronto, ON
Travel Requirements: Up to 10%
Posting Category/Function: Sales & Location: Sales

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For more information, visit Rogers for Development Manager, Sports Sales