



New England Hockey Portfolio & Sales Manager

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.

Do you have a passion for Hockey? Play Hockey is seeking an outgoing, organized, motivated, individual with excellent communication skills to join our team as a New England Hockey Portfolio & Sales Manager. The key duties and responsibilities associated with the position are outlined below. This position reports directly to the Regional General Manager (RGM) while assisting in all areas related to the Teams, Tours, and other Individual Entry Events within that business unit. The role requires a flexible schedule as weekend and night work will be needed at times for scouting, recruiting, sales calls, and executing events. This position will be located within New England.

Responsibilities:

- Responsible for all sales, recruiting and scouting of teams and players for the Employer's events and programming which include tournaments, camps, tours and teams
- Work with the RGM in developing hockey programming within the region and building out the region.
- Development of Hockey Programming within the East Coast region
 - Work directly with teams, managers, coaches and/or parent connectors, as applicable to organize teams, tournaments, and events
 - Network all sales opportunities
 - Assistance of sales and management of other company events outside of portfolio may be applicable from time to time
- Event Management
 - Management of all event operations and staffing
 - Work with RGM regarding managing events for the region, including evaluation camps and specialized hockey camps
 - Individual entry tournaments as well as new and existing events in the region
- Travel
 - Attend certain events coordinated by the RGM for scouting, recruiting and/or managing the event
- Communication with customers, internal business departments, other regions for cross sales, as well as weekly senior leadership team meetings.
- Scouting and Recruiting
 - Attend regional tournaments, local games, local skates, for the purpose of recruiting and networking
 - Update CRM in regard to sales and network/connectors
- Other tasks as assigned by management



Qualifications

- Passion and experience with Hockey is a must!
- Strong Sales track record required and previous Hockey Sales related experience
- Hockey network of organizations, teams, coaches and players
- Strong communication skills, both verbal and written
- Excellent organizational skills and attention to detail
- Strong customer focus and results oriented personality
- Superior interpersonal and customer service skills to effectively build relationships
- Able to function as part of a team in a fast-paced work environment and able to work independently
- Strong time and self-management skills
- High propensity to learn, and an ability to excel in a fast-paced work environment
- Strong computer skills and proficient in Google Workspace or Microsoft Office Suite.
- Hubspot experience is an asset
- Location: New England

PLAY Hockey offers a compensation package with a base salary, variable/incentive pay, vacation, benefits program, and hybrid work environment.

While we appreciate the interest of all applicants, only those under consideration will be contacted for an interview. Thank you for your interest in PLAY Hockey.