



DIRECTOR OF SALES

Exhibition Place is an iconic 192-acre entertainment and events landmark property on the shores of Toronto's Lake Ontario. We require an exceptional Director, Sales to lead a dynamic team of sellers who are responsible for prospecting and securing new meetings, convention, exhibition and event business for Enercare Centre/Beanfield Centre and several on-property venues and public event spaces with events ranging from 50-person meetings to 70,000 delegate city-wide conventions and events. Owned by the City of Toronto, and Board-managed, Exhibition Place features Canada's largest convention centre – Enercare Centre (LEED Platinum), which is connected to the prestigious Beanfield Centre (LEED Silver), together comprising over 1 million square feet of award-winning convention and exhibition space.

Reporting to the General Manager, the Director has a proven leadership style to inspire a dynamic, and high-performing 12-person convention and exhibition sales team to achieve aggressive sales targets. A positive, can-do leader, you are passionate about the convention and exhibition industry and demonstrate the highest level of client service and internal collaboration. A strategic thinker/decision maker, you are able to increase space utilization while ensuring capacity within the site's infrastructure. You can succeed within a competitive convention industry and are able to flow within a municipal policy framework.

The ideal candidate has a sales leadership background in convention centres/hotels, or a convention bureau. If you are ready to take this industry leading team to new heights, submit your resume and a detailed cover letter to humanresources@explace.on.ca

Equity, Diversity and Inclusion: Exhibition Place is committed to fostering an inclusive, accessible environment where all employees and members of the public feel valued, respected and supported. We are dedicated to building a workforce that reflects the diversity of the public and the communities in which we live and serve.

Accommodation:

If you are an individual who requires accommodation to apply to this position, due to disability under the Ontario Human Rights Code, please email us at humanresources@explace.on.ca quoting job title and closing date. Exhibition Place is committed to providing Code-protection accommodation throughout its hiring process.

Position Type: Permanent
Compensation: \$115,299 - \$145,409/yr.
Closing Date: December 20, 2019

We thank all applicants, however, only those who meet the minimum qualifications will be considered for review.