



Senior Manager - International Sales

When the most frequent assessment of your organization is ‘that’s really cool’, you know you’re in the right business. Our vision is to be the leader among science centres in providing inspirational, educational and entertaining science experiences. Our agenda is to ignite imaginations... to show that the world around us is amazing, breathtaking and full of unanswered questions. As Canada’s second largest science centre, Science North operates a multi-faceted operation in Sudbury, Ontario along with a thriving international sales business. We bring to life experiences to science centers, museums, zoos, aquariums, visitors centers and corporate centers worldwide through the creation of award-winning, high impact visitor experiences for people of all ages. We pride ourselves as being recognized leaders in our cutting-edge and unique approaches with award-winning and robust traveling exhibits, acclaimed multimedia attractions, in-house large format film production and distribution and consulting services ranging from business planning to interpretive staff training and formal evaluation of exhibits and experiences. As the Senior Manager of International Sales you will:

Use your exceptional sales and leadership abilities to:

- drive sales and profitability for the entire external sales portfolio.
- direct, manage, train and promote operational excellence for the activities of the sales team and travelling exhibit touring business
- pursue and develop new client prospects
- lead contract negotiations

Utilize your business and analytical skills to:

- set and lead the strategic direction of the external sales business,
- develop sales projections and related budgets
- oversee and ensure profitability and logistical efficiency of traveling exhibit touring operations
- undertake and evaluate client research and market conditions and highlight significant trends or developments and implement appropriate action

Your superior communication skills will be essential to:

- leading promotional and communication strategies to enhance the visibility of external sales
- writing creative content for high impact sales and marketing initiatives collaboratively with our Marketing team
- delivering riveting presentations at conferences, tradeshows and to prospective clients
- sourcing sponsorship and funding opportunities in conjunction with our Development team
- directing and overseeing website content and social media presence to drive sales

Your exceptional interpersonal skills will be key to:

- maintaining strong client relationships
- championing cross-functional support for external sales and product development
- developing new markets for Science North products and services
- building strong relationships with external stakeholders and key industry partners

A broadminded team player with passion and a focus on operational excellence, you may be with a science centre, museum, in the broader public sector or a learning-inspired business. Here is an exciting opportunity to combine business leadership, drive, imagination and fun with a globally respected brand.

The successful candidate must be willing and able to travel internationally.

Compensation package highlights:

This is long-term position supported by an excellent compensation package:

- Starting at \$61,300 per year
- Annual performance and merit increase consideration
- Participation in goal based commission and bonus plans
- Comprehensive group benefit package including medical, dental, vision, life/travel insurance, short and long term disability coverage
- Pension plan following one year
- Free or discounted admission to partner attractions outside Sudbury, Science North facilities and program discounts, fitness membership contribution
- Professional development opportunities
- Minimum 4 weeks' vacation with incremental entitlements of one week after 8 and 15 yrs of service

Interested applicants are asked to apply on line at sciencenorth.ca/employment quoting **Job Number 9-842**. Deadline for applications is September 29, 2017. Science North is committed to an inclusive workplace and invites applications from all qualified individuals to join our diverse team. Accommodations are available upon request in all aspects of Science North's selection process. We thank all interested candidates; only those selected for interviews will be contacted.

Science North is a registered charity
Science North is an agency of the Government of Ontario.