



pacificfc  
VAN ISLE

## **Pacific FC – Corporate Partnerships Sales Associate**

*Location: Langford, BC | Department: Sales | Full-Time*

### **Who We Are**

Pacific Football Club is a professional soccer club based in Langford, on beautiful Vancouver Island. As proud members of the Canadian Premier League, we are committed to developing the game of soccer at every level, creating unforgettable fan experiences, and building meaningful connections with our community.

We're more than a soccer club; we're a movement rooted in passion, community and development. And we're looking for ambitious team players who are ready to ride the wave with us. With the 2026 World Cup coming to Canada, there is no better time to get your start in professional soccer.

### **The Role**

Are you a self-starter with a passion for connecting with people, closing deals, and building lasting relationships? Pacific FC is looking for a driven and outgoing **Corporate Partnerships Sales Associate** to join our growing sales team.

This role will be responsible for identifying, developing, and securing new business opportunities with prospective corporate partners. As a member of Pacific FC's Corporate Partnerships team, this role focuses on proactive prospecting and outreach while also responding to inbound partnership inquiries in order to develop integrated partnerships that align with the club's brand and commercial objectives.

This individual will play a key role in growing Pacific FC's commercial partnerships across Vancouver Island and beyond, helping connect local and national brands with the club, its supporters, and the broader soccer community.

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## Key Responsibilities

- Responsible for new business development and achieving partnership sales revenue targets for Pacific FC.
- Prospect, identify, and secure new corporate partners through proactive outreach and relationship building with local and national brands.
- Present customized partnership solutions that may include field-side and stadium signage, matchday activations at Starlight Stadium and Royal Athletic Park, digital advertising, community programs, retail promotions, supply agreements, corporate suite sales, group ticket packages, and corporate outing opportunities at Pacific FC matches.
- Develop creative and innovative partnership ideas that deliver meaningful value to partners while enhancing the Pacific FC supporter experience.
- Identify partner objectives, present solutions, and support the negotiation and closing of partnership agreements while collaborating with internal club departments, including marketing, ticketing, and game operations.
- Maintain a high level of service and professionalism with prospective and current partners.
- Build relationships with business leaders and decision-makers across the region to develop long-term partnership opportunities.
- Manage all aspects of the sales process within the club's CRM system, including lead tracking, proposal development, approvals, and reporting.
- Participate in partnership sales meetings, training sessions, and strategic planning initiatives.

## What Success Looks Like

- Consistently meet or exceed outbound outreach targets (calls, meetings, emails).

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- Achieve monthly and seasonal sales goals, contributing to key club objectives.
- Maintain a high conversion rate from outreach to closed sales.

### **Who You Are**

- A confident communicator who's energized by talking to new people, especially on the phone.
- A graduate of post-secondary education with a degree in business, marketing, sports management, communications, or a related field.
- A goal-oriented self-starter with strong organizational skills.
- Comfortable juggling multiple tasks in a dynamic and team-focused environment.
- Minimum 1 year of experience in sales, business development, or ticketing - preferably in sports, entertainment, or events.
- CRM experience (Salesforce, HubSpot, or equivalent) is a strong asset.
- Flexible schedule including evenings and weekends for home matches and events.
- Valid driver's license and access to transportation is preferred.

### **Why Pacific FC?**

- Be part of a bold and ambitious club making waves in Canadian soccer.
- Collaborate with a driven, passionate team committed to growth and community.
- Work in a unique, dynamic environment where no two days are the same.
- Performance-based commission structure that allows for increased earning potential.

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### **Salary Range**

\$45k base salary with an expected additional \$15k in earned commissions.

### **How to Apply**

Please submit your resume and a brief cover letter to [memberservices@pacificfc.ca](mailto:memberservices@pacificfc.ca). Tell us why you'd be a great fit for this role and what excites you most about joining Pacific FC.

We thank all applicants for their interest; only those selected for further consideration will be contacted.

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