



www.oshawagenerals.com
905-433-0900

Generals Hockey Inc.
Tribute Communities Centre
99 Athol Street East Oshawa
Ontario L1H 1J8



Memorial Cup Champions
1939-1940-1944-1990-2015

Oshawa Generals Corporate Partnerships Intern

Position: Intern, Corporate Partnerships
Posting Date: June 4th, 2019
Duration: September 2019—April 2020
Contract type: Part-Time, Unpaid

The Oshawa Generals Hockey Club is looking for an enthusiastic individual with a passion for sports, sales, marketing, and corporate partnerships who is interested in gaining experience in business side of the sports industry.

The successful candidate will improve their skills, have the opportunity to develop and execute their own ideas, create contacts in the sports industry, and experience a professional sports setting.

Description of Organization

The Oshawa Generals Hockey Club is a member of the Ontario Hockey League (OHL) and Canadian Hockey League. Established in 1937, the Oshawa Generals are an integral part of the Oshawa and Durham Region community.

The positive development of hockey players both on and off the ice is our focus, giving the players outstanding facilities and coaches to master their craft while being key members of the community. A winning attitude runs deep within the Generals organization having won 13 OHL Championships and 5 Memorial Cups.

Responsibilities:

The Corporate Partnerships Intern will assist in the timely, accurate and thorough fulfillment on partnership packages and ensure the complete satisfaction of its corporate partners. Duties will require the Corporate Partnerships Intern to participate, as needed, in qualifying prospects, researching leads, managing timelines and deadlines of all package deliverables including:

- Activation of sponsored elements in-game, virally and in the community
- Auditing signage in the arena and updating as necessary
- Assisting clients with set-up and execution of events
- Auditing and managing all game-day activities to ensure that corporate partner elements are executed
- Collaborate with multiple departments in the organization
- Prospect and canvas local and national businesses for partnership/sponsorship opportunities.
- Set up face-to-face meetings with prospective partners.



Member Franchise Ontario Hockey League





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- Assist the Corporate Partnerships Department in all areas including service, fulfillment and execution of special events.
- Research and prospect potential sponsors.
- Make cold calls from provided lists to area companies
- Participate in community relations programs, team events, and sponsor special events.
- Draft PowerPoint presentations and maintain contact database, spreadsheets, etc.

Qualifications:

- A working knowledge of Microsoft applications (Word, Excel, PowerPoint) is a MUST
- Willing to work weekdays and all games (some evenings and weekends)
- Excellent writing, phone, and interpersonal skills
- Ability to manage timelines and meet deadlines
- Experience working with team members to see projects from conception to completion
- Some physical demands are involved, i.e. moving boxes, setting up tables, etc.

If you are interested in this immersive learning, personal growth and networking opportunity in the sports industry please send a resume and cover letter to:

Meghan Wright
Director, Sponsorship & Marketing
mwright@oshawagenerals.com

The Oshawa Generals are an equal rights employer that is committed to accessibility and meeting the needs of all individuals. Please make us aware of any need for accommodation.



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