



Events & Broadcast Specialist

Position Description

Do you have passion for sports? Do you like to produce and coordinate live sports and media events? Do you like to deal with clients? Are you creative? Do you have experience in broadcast production? Do you enjoy developing solutions? Then, this is a good position for you.

The Events & Broadcast Specialist, a position within the company's sales support organization, overlooks media events, mostly in the sports arena, identifying interest and potentially takers (clients or leads), generating and promoting portfolio of services. Also provides direct support to the sales team in the ongoing development of existing and prospective ALDEA customers. Main duties are immediate assistance to customers, tending to their specific requirements, and preparing solutions and proposals for the transmission of TV events.

Main Duties and Responsibilities include:

- Research and identify international events (sports & news) with high media coverage.
- Develop media production & video transport solutions for sports & news events.
- Assist Sales Managers on their daily activities.
- Find/create incremental business opportunities and drive closure within the dedicated customer account base.
- Efficient processing of quote and requests received via telephone or e-mail in a timely and efficient manner.
- Liaise with operations team and implementation of video transmissions.
- Use CRM to update customer information
- Provide after-sales support.

Location: Montreal (Canada) – Travel required.

Position Requirements

The ideal candidate for this position will be/have:

- Working knowledge of sports or news television production.
- Knowledge, awareness and curiosity of current and historical sports content.
- University/College with experience in media production and/or sales.
- Knowledgeable of the TV and media industry involving satellite and fiber transmissions is a strong asset.
- High level of commitment to exceptional customer service and relationship building.
- Able to work in a fast paced environment, and under pressure.
- Results-oriented approach and team spirit.
- Available to work during weekends and nights on the occasion.
- Good communicator with written and oral command of Spanish and English. Additional languages are strong assets (French, Portuguese, Italian, Russian etc.).