

Rock Solid Productions Inc. – Business Development Position

Do you think there's no better feeling than closing a sale? Do you enjoy throwing rocks at houses for fun? Are you ready for your dream job?

Rock Solid Productions is looking for an experienced business development person to help us grow while getting us closer to our goal of global curling domination.

Ready to *sweep* us off our feet? As part of our team you will sell:

- Street Curling rinks (streetcurling.com) around the world. You'll be chatting with bars, entertainment centres, agencies, events, cruise ships, resorts, municipalities, and more. If you can think it, we can probably put a Street Curling rink on it, in it, or both. Imagine curling at your local bar or getting beach goers throwing rocks beside the water. Bar Curling, Beach Curling, call it what you want, we can put rinks anywhere!
- FloorCurl equipment (floorcurl.com) around the world. From Australia to Argentina, Canada to Croatia, and everywhere in between, you will sell the best iceless curling products to curling powerhouses and rising stars. You will source distributors and forge partnerships with national and international organizations in education, health, and senior sectors.

You'll go beyond selling and:

- Create ultimate curling events to sell for corporate events and activations. From Human Curling on the Big Brother TV show (yes we've done that!) to Super Bowl Village activations (yes we've been there!) to curling on the moon (yes we'll get there one day!), there's no real limit as far as creativity goes. Let your imagination lead you to creating the absolute best curling activations to meet our clients' needs.

You're perfect for this role if you:

- Have a minimum of 5 years of successful sales experience.
- Are not afraid to cold call. What we do is amazing, but most of the world doesn't know about it – yet. You'll need to be able to find prospects and work your magic to turn them into clients.
- Can close the sale. Just like a skip, you have the confidence to call the shots.
- Are cool to work remotely with frequent team meetings in the Greater Toronto Area.

In return for your hard work, we will:

- Pay you. In dollars. Lots of them, if you can sell. (Salary + commission commensurate on experience).
- Provide the marketing support you need, and more curling passion and know how than you know what to do with.
- Provide an experienced, fun-loving team that can deliver on the event concepts you dream up and sell.

If you are a super-dedicated self-starter that meets the above and is ready to work hard and have a lot of fun, send your resume to info@rocksolidproductions.com. If you're not, why did you read this far?

Only candidates being considered for the position will be contacted. No phone calls please!