

Job title	Pro-deal and partnerships team member
Responsible to	National Vice-President of Communications and Marketing through the Pro-deal Manager

Job purpose

Pro-deals and partnerships team forms an essential part of the CSP member experience. It also contributes to the CSP's relationships with others in the snow sports and pre-hospital care industries. Working with our pro-deal suppliers, the team will help manage the relationship between the individual CSP member and the supplier, evaluate and promote the pro-deal program, and constantly look for new and innovative products that enhance the CSP member experience.

Objectives of the pro-deal and partnership team

- To engage the CSP membership by building awareness and excitement over the pro-deal offerings.
- To build and maintain a list of contacts within the snow sports and pre-hospital care industries.
- To support and grow the relationships between the CSP and its pro-deal suppliers and partners by maintaining regular contact with agents, dealers, and representatives.
- To promote the CSP at every opportunity as a modern, professional and relevant organization to the snow sports industry.

Duties and responsibilities

The pro-deal team members are responsible for:

- Managing the relationships with existing approved pro-deal partners within their assigned portfolio of pro-deal partners
- Evaluate and submit new pro-deal opportunities to the manager of pro-deals for approval
- Assigned portfolio of partners to be reviewed by team member no later than September 1 of each calendar year validating the offer and potential for sponsorship.
- Be a brand ambassador for your pro-deal partners with an opportunity to be individually sponsored by the partner and market their product to CSP members and others.
- Operate respectfully and fairly, in keeping with the CSP's policy on harassment in the workplace.

- Self-declaring conflicts of interests to the manager of pro-deals promptly, respecting the principles of the Canadian Ski Patrol and its code of conduct and policies.
- Participate in any periodic review of existing pro-deals and forward recommendations for changes to the pro-deals manager.
- In coordination with the pro-deals manager, attend and participate in any scheduled meetings and meet deadlines.
- Other duties as assigned by the manager of pro-deals and the VP of communications and marketing.

Qualifications

The general qualifications for this position are:

- Good written and verbal communication skills.
- Willingness to participate in meetings in electronic as well as any in-person formats.
- Good time management skills.
- Ability to discuss and manage expectations and outcomes with fellow team members.
- Ability to work as a team to meet the goals and objectives of the program.
- Willingness to test equipment and document your experience for the benefit of CSP members.

In addition to the above, this position has specific skills and qualifications that must include, but are not limited to:

- Being an active regular member with day-to-day patrol experience.
- Good knowledge of the existing CSP brand.
- Have at least two (2) years of experience with the CSP or relevant experience.

All qualifications comply with provincial and federal human rights legislation.

The pro-deals manager will seek references from patrol leaders and zone presidents and the committee chair of any national, division or zone committees, task forces, or special project groups the applicant may have participated in.

The candidate must be free from any ongoing investigations for breach of the code of conduct or the code of ethics. In addition, the candidate must not have been subject to any disciplinary action at the zone, division or national level in the past five (5) years.

Approved by:	Kerri Loudoun, VP Communications and Marketing
Date approved:	September, 2021
Reviewed:	

This job description has been evaluated and adopted based on an annual inventory of activities.