

Business Development Position

At Rock Solid Productions, we are the global leaders in **iceless curling**, bringing the Olympic spirit worldwide to street parties, parking lots, offices, rooftops, beaches, malls, fan zones, and more through our Street Curling rinks and FloorCurl products.

We're looking for a high-energy, resilient **Business Development Representative** who is ready to pick up the phone, get creative, and help us sweep the competition. If you have the grit to handle cold calling and the imagination to pitch a curling activation to a Fortune 500 company, we want to talk.

Your Responsibilities:

Your goal is to build the pipeline and be the first point of contact for businesses that don't even know they need a curling rink yet!

- **The Hunt:** Execute high-volume outbound cold calling and emailing campaigns to target industries (Bars, Entertainment, Hospitality, Event Agencies, Municipalities, Cruise Ships, Resorts, and more). Imagine curling at your local bar or getting beach goers throwing stones beside the water. Bar Curling, Beach Curling, call it what you want, we can put rinks anywhere!
- **Creative Pitching:** You aren't just selling a product; you're selling an experience. You'll brainstorm unique 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.
- **Lead Qualification:** Turn "maybe" into "tell me more." You'll identify key decision-makers and schedule discovery calls to dive deeper into exciting new opportunities.
- **CRM Management:** Keep our data clean and our follow-ups sharp using Zoho One.
- **Industry Deep-Dives:** Research niche markets where Street Curling and FloorCurl can thrive, opening new doors to curl anywhere!

What You Bring:

- **Motivation:** You aren't afraid of the word "no." In fact, it just makes you want the "yes" even more.
- **Experience:** You have at least 5 years of experience working in sales and business development.
- **Communication Skills:** You can hold a conversation with anyone, from a busy event planner to a CEO, and you sound like a pro doing it.
- **Creativity:** You don't just follow a script. You think on your feet and can tailor a pitch to solve a client's specific engagement problem.



- **Ambition:** We're looking for someone who wants to learn the ropes and grow with us as we expand into new industries and markets.
- **Bonus Points:** If you have a background in sports management, event planning, or have ever actually thrown a curling stone.

Why Rock Solid?

We've worked with major league sports teams such as the Buffalo Bills, Toronto Blue Jays, Tampa Bay Lightning, Seattle Mariners, various Olympic Committees, Super Bowl committees, major hotel and mall chains, breweries, entertainment centres, and more to create showstopping activations around the world. Our products are top quality and officially World Curling-approved, giving us the extra leg up in the sales process.

- **A Unique Product:** Let's be honest—it's a lot more fun to sell a curling rink than it is to sell insurance or software.
- **Training & Mentorship:** You'll work directly with like-minded industry veterans who share a passion for sales and growth.
- **Culture:** We work hard, but we play harder. Expect a collaborative environment where your creative ideas are actually heard and delivered.
- **Marketing Support:** Our in-house marketing team will provide the support you need, and more curling passion and know-how than you know what to do with.
- **Competitive Comp:** Base salary + commission structure that rewards your "hustle."

Ready to join the team? If you're ready to help us bring curling to the masses, send us your resume to info@rocksolidproductions.com

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

#CurlAnywhere

