

Event Sales Manager

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Company: Woods & Co

Location: South Australia

Category: other-general

\$75,000- \$80,000 + Super Adelaide CBD Brand new event spaces to sell! Woods & Co Recruitment have partnered with the team behind this outstanding hospitality group that are expanding into Adelaide. They are on the hunt for an experienced and driven individual with the capabilities to sell the event spaces, drive business and be a really go getting in business development for this new venue. To be considered for this role you must have 2-3 years experience in sales and events, preferably in hospitality, and comfortable getting out there and attracting new business. The focus of this role primarily will be strongly on outbound sales, especially in the lead up to opening this new venue. You will be a person who lives and breathes the events industry and is well versed in end to end event sales process, closing business and with the willingness to grow with the expansion and pass your knowledge on through training and development of your team in the future. What's in it for you? \$75,000 - \$80,000 + Super Full time Adelaide CBD Great training and development Ambitious to grow with the company. Brand new event spaces to sell. What do you do? Drive business through outbound sales End to end client management, including site inspections, quoting, customising, liaison through to execution Identify and secure new business Responding to all inbound enquiries through various channels. Assisting with building database of clientele and associated marketing collateral Upsell a range of add ons or extensions Create new event packages inline with market trends Create and manage sales pipelines including inbound and outbound leads What do you need? At least 2-3 years experience in a a similar role in hospitality or events. Track record of sales, in particular outbound sales. Ability to problem solve and prioritise tasks. Fluent written and verbal

skills Full working rights in Australia, with no restrictions Willingness to be part of an enthusiastic and motivated team and lead by example. Want to work long term with an outstanding employer and grow with the company If you're as passionate about this position as we are then please don't delay and APPLY NOW! We are interviewing immediately! For more information please contact Abby on 0412 220 920 or email ***** Woods & Co Recruitment is committed to creating a positively diverse and inclusive workforce which values all backgrounds and experiences. We do not discriminate and encourage applications (no matter age or status) from Aboriginal and Torres Strait Islander people, people from culturally and/or a linguistically diverse background, all members and genders of the LGBTQI community and people with disability. *You will only be contacted if you are shortlisted
Apply Now - or - #J-18808-Ljbfrr

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