

Conference and Events Sales Manager

Salary: Circa £22k-£25k + Bonus + Car + Mobile + Laptop + Benefits

Durham Cricket are looking for an experienced Conference and Events Sales Manager to join their commercial team, responsible for delivering the Conference and Banqueting, and Special Events sales revenue.

Key Responsibilities

- Conducting outbound telemarketing/cold calling to set up sales meetings to build awareness of our seasonal special events, conference and banqueting opportunities and concerts
- Identifying, developing and managing all new sales opportunities.
- Generating leads through research of key target markets and establishing strong relationships with potential new clients.
- Soliciting and winning business to achieve sales targets set each year in accordance with sales forecasts.
- Attending client meetings both on and off site and ensure availability if needed when clients attend site events.
- Maintaining accurate records of all sales and business development activities; preparing and presenting weekly sales forecasts.
- Completing daily activity report listing the number of calls made, quotes generated client show round meetings attended and orders placed to enable continuous performance measurement against targets.
- Ensuring database system is updated correctly and accurately with all client and booking information.
- Maintaining an excellent level of knowledge regarding all areas of hospitality product offerings as well as industry and competitor developments.
- Carrying out any other duties as reasonably requested by the Site Director

Skills & Experience Required

- Proven track record of selling events and conference products
- Proven track record of proactively finding and closing new business
- Experience of selling events
- Proven track record of dealing with COO, CEO, Director level within companies and closing deals in a short timescale

To apply for the role send a letter of application and CV to Ythan.sale@durhamcricket.co.uk

Closing date for application 4th June 2019