

**GOODWOOD**

**The Role**

The Event Sales Team Manager will report to the Head of Business Development within the commercial team

**About us**

At Goodwood, we celebrate our 300 year history as a quintessentially English Estate, in modern and authentic ways delivering extraordinary and engaging experiences. Our setting, 12,000 acres of West Sussex countryside and our story both play significant roles in Goodwood’s success. What really sets us apart is our people. It is their passion, enthusiasm and belief in the many things we do that makes us the unique, luxury brand we are.

**Passionate People**

It takes a certain sort of person to flourish in such a fast-paced, multi-dimensional environment like Goodwood.  We look for talented, self-motivated and enthusiastic individuals who will be able to share our passion for providing the “**world’s leading luxury experience.**”

**Our Values**

**The Real Thing Daring Do Obsession for Perfection Sheer Love of Life**

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| We employ meticulous attention to detail to create experiences, as they should be. We are honest and open. | We don't mind breaking the rules to create the best possible experiences. We will take tough decisions | It’s a team thing – everybody mucks in to make things happen. We're madly passionate about what we do | We want to make everyone feel special by loving what we do. |

**Purpose of the role**

The Event Sales Team Manager will be responsible for delivering both revenue and PBT budgets across all exhibitions sites at our major events.

**Key responsibilities**

* Formulating a clear strategy that delivers growth through strategic processes.
* The day too day management of the exhibitions sales team
* In conjunction with the Head of business development formulate annual Exhibitions sales budgets.
* To have full responsibility for profit and loss accounts associated with the Exhibitions sales at headline events.
* To ensure that the event sales team are proactively selling exhibition space for the Festival of Speed, Goodwood Revival and any other headline events.
* To ensure that the exhibitions sites are hosted adequately / on brand and deliver budget
* To ensure that the sales team research and proactively sell to new clients the products and services available at Goodwood
* To attend other events and trade shows to target exhibitors for conversion into a Goodwood account.
* To efficiently follow-up all clients against company standards to ensure that opportunities are maximized.

**Qualities you will possess**

* Passion for what you do
* Positive and friendly with a “can do attitude”
* Attention to detail
* Ability to prioritise and organise
* Proactive
* Take responsibility for yourself
* Confident to make decisions and to stand by them
* Good negotiation and influencing skills
* Excellent communicator
* A sense of fun!

**What do you need to be successful?**

* Experience in successfully managing and motivating a team
* Experience in a sales manager role with the proven ability to run a profit and loss account
* Exceptional customer services abilities
* Competent in using Microsoft & CRM systems
* Understanding/experience of events would be beneficial
* A passion to deliver an excellent service
* Thrive in a fast paced and busy environment

Each role is assigned a level against our expected behaviour. Your role levels are set out below.

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| **BEHAVIOUR** | **LEVEL** |
| Think Customer | 3 |
| Communication & Trust | 3 |
| Taking Personal Responsibility | 2 |
| Encouraging Excellence & Commercial Success | 3 |
| Working Together | 2 |