



HOSPITALITY AND ADVERTISING SALES EXECUTIVE

Salary: £20,000

We have a vacancy in our Hospitality Sales Team for a Hospitality and Advertising Sales Executive. Reporting to the Head of Hospitality Sales and working as part of the sales team the role will focus on engaging and selling hospitality and advertising opportunities to small and medium businesses within the region. The successful candidate will also work closely with our on-site hospitality service providers.

Day-to-day activities will include;

- Driving the sale of hospitality across the season with counterparts from on-site partners
- Making 40-50 outbound calls per day.
- Pro-actively grow the CCFC corporate database.
- Meet face-to-face with potential new partners and customers on a daily basis
- Take an active role in the delivery of the corporate hospitality and sponsor experience on a match-day and other key events.
- Meeting or exceeding weekly and monthly sales goals while exceeding client expectations in both value and experience

The successful candidate will;

- Possess outstanding communication ability
- Have previous customer service or retail sales experience
- Have proven negotiation and client retention skills
- Enjoy working on own initiative to produce results
- Understand the philosophy of 'can-do, will-do'

The role will require a hands-on approach to developing customer relationships and the successful candidate will be motivated by the achievement of agreed targets.

If you would like to join our team in the first instance please send a covering letter explaining what benefits you can bring to the role and an up-to-date copy of your CV to: **Jane.smith@ricoharena.com**

Closing date for applications 22nd July 2011



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