



Sales Manager Job Description

Are you an experienced sales person with a real drive to succeed? Are you looking for an exciting new role in a growing business right on Brighton beach. Reporting to Head of Sales and Marketing, the ideal candidate will have a solid proactive and reactive event sales background. They will be an ambitious and personable individual with excellent interpersonal skills and used to a fast-paced environment.

About us....

Visitors to British Airways i360 can take to the skies and see Brighton and the South Coast as they have never seen them before.

Guests glide up gently to 138m (450ft) in our futuristic glass viewing pod, conceived and designed by Marks Barfield Architects, creators of the London Eye.

Role overview

This role has got a strong focus on new business development and proactive sales. You will be responsible for selling events, functions and weddings to new and existing clients and building positive, long term relationships with our clients. You will also line manage a Sales Coordinator and oversee the sales process from responding to event enquiries and contracting bookings to ensuring that the clients receive the highest level of service. It is essential that you can provide evidence of developing strong and successful business relationships. You will also be expected to work closely with the marketing team to develop new sales strategies.

Duties will include:

- Creating sales strategies and delivering against set room hire and F&B targets
- Bringing in new business, as well as nurturing and developing existing client relationships
- Creating bespoke proposals and providing post-event analysis and feedback
- Entering the booking into CRM system; creating invoices through an accounting system (Xero); issuing contracts; responding to incoming enquiries and ensure they convert
- Growing the business through proactive selling and networking
- Organising and executing familiarisation events
- Identifying new revenue streams
- Weekly reporting of sales & key metrics to senior management
- Managing a Sales Coordinator
- Handling any complaints received from clients in line with our service recovery guidelines to ensure that clients are satisfied with their experience and that follow up action is taken to ensure that any issues do not reoccur
- Any other duties as required by the Head of Sales and Marketing. A flexible and willing attitude is vital.

The successful applicant

- Minimum of 3 years-experience in proactive sales, ideally in the events industry with Sussex
- You will have demonstrable experience of closing sales, winning new business and contract negotiation
- Confident and natural at networking
- Excellent communication and writing skills
- Have a passion for customer service
- Ability to manage own time effectively
- A knowledge of the corporate events market is essential
- Strong connections within Brighton business community beneficial
- You will have strong organisational skills and attention to detail is essential
- Good PC skills and experience if using CRM
- You must have excellent English, both written and spoken

What's on offer

- Competitive base salary and commission
- Opportunity to attend various events
- Fast paced and exciting working environment

Job hours and salary

This is a full-time position to include occasional evenings and weekends.
Salary circa £30,000 base salary, plus commission.

How to apply

Please email your CV with a covering letter to jobs@britishairwaysi360.com by Friday 16th November. Please note that we are unable to respond to everyone due to the high number of applicants we receive; however, we will contact you if we would like to take your application further.