

## **Sales Manager**

**We are looking for a Sales Manager to join a progressive, energetic and friendly sales team at Telford International Centre, Visit England's Business Events Venue of the Year 2024.**

**This role is varied and exciting, with a great product to sell. It includes business development, account management, and inbound enquiry handling along with national travel and attendance at industry events. There is plenty of autonomy and scope for personal development.**

This is a full time and permanent role, working 40 hours per week over 5 days, generally Monday to Friday. We are a customer facing industry therefore this role includes on-site working, with occasional working from home based on business need. UK wide travel/overnight stays are necessary in this role.

### **Responsibilities include:**

- Enquiry Management.
- Proposal Writing
- Client venue tours.
- Networking and hospitality events.
- Competitor research and awareness.
- Venue, product, service and destination knowledge.
- Off-site business development via appointments, drop ins & tele sales.
- Account management and client care.
- Contract management and event handovers.
- Data, administration and reporting.

### **Skills/Experience Required:**

- Minimum 2 Years Sales experience – ideally B2B.
- Events & Hospitality sector knowledge an advantage.
- Competitive and passionate.
- Drive, energy and determination to succeed.
- Perceptive and a talented negotiator, persuader and influencer.
- Team target focused.
- Commercially Astute.
- Excellent verbal, written, presentation and inter-personal skills.
- Legal knowledge – comprehend and adhere to internal/external relevant obligations such as GDPR, the Bribery Act, etc.
- IT literate – proficient in word, excel, e-mail and databases.
- Full clean driving license and access to a car as national travel is a requirement of this role.

### **Benefits:**

- Competitive rate of pay – discussed on application
- Annual bonus scheme
- Car allowance
- Free leisure club membership\*
- Generous reduced rates at thousands of hotels worldwide\*
- Access to exclusive discounts with various retailers, travel companies, theme parks, cinemas and more.

- Free on-site parking
- Free & confidential 24/7 employee support helpline to help you deal with whatever life throws at you  
(\*Subject to a qualifying period)

**Apply:** Please send your cv to: [lowri.broadhead@southwatereventgroup.com](mailto:lowri.broadhead@southwatereventgroup.com)

Delivering excellent customer service is essential in the Hospitality & Events Industry. Our clients expect the highest levels of standards, and that is what we deliver. With no two days ever the same, we are looking for motivated people who enjoy a challenge and are passionate about being the best in their field. Southwater Event Group comprises of 3 hotels (Holiday Inn Telford-Ironbridge, International Hotel Telford, Ramada Telford-Ironbridge), Telford International Centre and StagecraftUK events production.

If you are not contacted within 3 weeks of submitting your application, you may assume you have not been selected for interview. Due to the volume of applications we receive, a letter of regret will not be sent to you. We reserve the right to close this vacancy early should a suitable candidate be found.

For information on how applicant data is stored and processed, please see our Job Applicant Privacy notice which can be found on the careers page of our website:  
<http://www.southwatereventgroup.com/current-vacancies/>