



York
RACECOURSE

Raceday Sales Executive

York Racecourse Hospitality

CGC Event Caterers

A Racing Sales Executive is sought to work at York Racecourse to join the Premier Event Caterer in the North.

This company has been established for more than 100 years, offering clients the personal service they deserve and ensuring that each event (be it a wedding, race meeting, match day or dinner for 1,000 guests) has the same attention to detail and passion for food that has become the company's hallmark.

TITLE: Raceday Sales Executive

BASED AT: York Racecourse

SALARY: TBA

The successful Raceday Sales Executive will join a company with a great range, great reputation and great service, meaning you can sell with confidence. They offer a supportive atmosphere, a simple commission scheme, and an excellent earning potential for the right person.

The role involves meeting weekly, monthly and annual racing sales targets. You will be required to prospect by phone and email, respond to incoming enquiries as well as meeting clients, converting raceday bookings and coordinating all details relating to client requirements.

The role will include the following responsibilities:

- Meet weekly, monthly and annual racing hospitality sales targets.
- Work in a busy office environment dealing with hospitality enquiries.
- Promotion of facilities to new and existing clients through outbound calls and email campaigns to generate new enquiries and ultimately, sales.
- All client enquiries must be dealt with accurately and efficiently on a daily basis.

- Detail client requirements and if required, liaise with Operations Managers and /or chefs.
- Take on line payment from clients where required
- Document hospitality booking information accurately
- Proactively contact various client groups to ensure relevant hospitality information is circulated within the market.
- Proactively contact and communicate with racing booking agents.
- Confidently use a CRM system.
- Manage hospitality restaurant capacities where appropriate
- Facilitate show rounds with potential racing clients when the need arises.
- Meet and greet clients on racedays.

The ideal candidate must display the following skills:

- Excellent written, telephone and face to face communication skills to ensure delivery of all client requirements.
- Experienced in the sales field.
- Excellent computer skills
- Not afraid to prospect for new business
- Proactive
- Highly organised / focussed
- Creative
- A quick learner
- A self-starter, motivated by earning money

If you feel you are the right candidate for this position then please submit your full CV and covering letter to Louise Daly, Commercial Manager at York Racecourse Hospitality louise.daly@yorkracecoursehospitality.co.uk