



New Business Development Executive

Competitive Salary + Benefits

Newbury Racecourse is an award winning sporting venue with a multi-functional site playing host to c. 30 racedays per year plus a wide range of other exciting events including concerts, weddings and exhibitions. In 2017 we look forward to welcoming Olly Murs and Jess Glynne along with a host of other special guests.

We now require a New Business Development Executive to join our friendly team supporting the Head of Sales in proactively sourcing new business revenue for Raceday hospitality, restaurants and annual boxes.

Main duties will include;

- To work as part of a team to achieve the Raceday hospitality, restaurant and annual box revenue plans
- To contribute to and support the Raceday Sales Strategy
- To proactively target new business revenue for Raceday hospitality, restaurants and annual boxes
- To proactively manage the customer relationship on Racedays by meeting and greeting and troubleshooting where necessary
- To prepare detailed and accurate proposals and accurate contract documents
- To ensure the booking system is updated in real time to allow for accurate sales forecasting
- To update the CRM system with sales activities and ensure all customer information is accurate

You will be able to demonstrate:

- Exceptional communication skills and a flair for customer interaction
- Motivation and enthusiasm, for both the position and the Racecourse
- Significant proactive sales experience
- Excellent IT and administrative skills
- A positive, proactive attitude

In return we offer a competitive salary and attractive benefits scheme including;

- 25 days holiday per year + Bank Holidays + time off in lieu for weekend Racedays worked
- Free annual membership to the Racecourse + complimentary tickets
- Discounted Health Club membership
- Reduced rate childcare at the Rocking Horse Nursery on-site
- Contributory pension scheme matched up to 5%
- Private healthcare scheme
- Life assurance scheme
- Free parking
- Opportunities for training and career growth



To apply please email your CV and covering letter including remuneration details to Hugh Nickerson at Conundrum Consulting Ltd.

apply@conundrum.co.uk

Quoting reference number CND-P466 in the email subject line

All direct and third party responses will be forwarded to Conundrum.