

## Job Vacancy Commercial Sales Executive

This is an exciting opportunity for someone who thrives being part of a business community and wants to develop long term relationships in business at a professional sports club.

Salary: Dependant on experience

Working Hours: Monday – Friday 9am – 5pm. However, candidates are expected to work increased hours during busy periods of the year, especially in season.

### Job Responsibilities:

- Support management with the growth and development of existing business contacts through face-to-face meetings
- Responsible for Matchday Hospitality and Corporate Event sales, including existing clients, re-activation of lapsed clients and new business
- To support sales within the Conference & Events department, including attracting new business and events
- To represent the business at networking events weekly, referring work to sponsors and generating new leads for Essex Cricket
- Generate new business opportunities via phone
- To make use of a variety of tools including, but not limited to, networking, LinkedIn, web browsing, use of external databases and visits to local businesses
- Support with sponsorship and advertising sales and delivery
- Use social media to expand business reach and promote offers
- Attend meetings with Commercial staff and offer support during presentations
- Attend Club hosted events and work closely with the Commercial team to ensure the smooth delivery
- Work with Commercial Manager to increase Essex Cricket's B2B and events database weekly
- Play a leading role in meeting, greeting and hosting our hospitality guests and to network with all stakeholders of the business
- To play a leading role in the production and delivery of the annual Commercial Brochure across the region
- To achieve daily outbound calling targets of a minimum 50 calls per day
- To manage the sales pipeline for all sales enquires and to ensure data is captured using the sales CRM system, eEvents500
- Support at promotional events e.g. flyer dispatch and Club marketing events

#### Platinum Sponsors



#### Club Sponsors





## Required attributes:

- A minimum one year's sales experience within a demanding market
- Flexibility on working hours
- Full driving license
- Ability to work well under pressure and meet deadlines
- Experience on sales and delivery of corporate B2B sales
- Experience of using Microsoft Office and social media, including LinkedIn
- Result and target driven
- Excellent communication. written and presentation skills

## Desired attributes:

- Experience of using eEvents500 sales database



## Platinum Sponsors



## Club Sponsors



Essex Cricket incorporates the activities of Essex County Cricket Club Limited and Essex County Cricket Board Limited.

Place Of Registration: England And Wales. Essex County Cricket Club Limited - Company Number: 29512R. Vat Registration Number: 102 1952 17.

Essex County Cricket Board Limited - Company Number: 5857939. Registered Office Address: The Cloudfm County Ground, New Writtle Street, Chelmsford CM2 0PG.