

Sales Director - Weddings and Special Events – Metropolitan Golf Links

Passionate. Driven. Ambitious. Fun. Creative. Accountable. Inspired by a commitment to deliver a wedding and special event experience that exceeds the expectations of our guests, the Sales Director works to make Metropolitan Golf Links a preferred location in the marketplace. Essential Functions include:

Sales

- Develops comprehensive knowledge of customer and market needs
- Executes the sales plan using effective sales techniques
- Generates leads; primarily uses telemarketing and networking through current customers for lead generation but may attend trade shows and industry events
- Converts prospects to clients; successfully conducts telephone sales calls to both new and existing customers, and uses effective closing techniques
- Identifies customer needs and uses in-depth product knowledge to prepare winning proposals. Balances Company and customer needs to create win/win situations
- Convincingly presents proposals over the phone and in person during site inspections and appointments
- Successfully up-sells existing clients to higher value items
- Handles objections and solves customer problems
- Establish relationship with associations/business organizations

Customer Service

- Ensures prompt responses to customer inquiries within 24 hours.
- Ensures complete and accurate product details are communicated to the operations team to ensure proper execution of product promised
- Follows up with customer within 24 hours after the event to further develop the account and to gain testimonials.
- Uses customer relationship software to effectively plan and manage the activities in the assigned markets and to track productivity of these sales activities
- Maintains proper personal organization; manages time well, and maintains accurate records
- Works with Sales Assistant to collect payments; maintains accounts receivable within aging guidelines

Additional Responsibilities

- Attend applicable meetings as designated or necessary
- Other duties as assigned by the General Manager

Job Specifications / qualifications

- Minimum of 1 year total sales experience
- Prefer Associates Degree but not required
- Prefer hospitality experience but not required
- Moderate computer skills are essential; will frequently work with Microsoft office products as well as CRM software.
- Analytical skills required to identify and exploit selling opportunities
- Sells primarily by telephone; must have excellent oral communication skills
- Proposal writing is required, must communicate effectively in written form
- Establish and maintain effective working relationships as required by job responsibility.
- Must have ability to persuade and influence people

- Must have proven leadership skills
- Must be able to listen effectively, assesses the situation, determine relevant issues, and identify solutions.

Compensation: Base hourly wage of \$19-\$21/hour, plus commissions of \$5,000 - \$10,000 potential annual bonus.

Apply online only at: <https://home.eease.com/recruit/?id=15201851>

Metropolitan Golf Links is a CourseCo, Inc managed facility. CourseCo, Inc and its affiliates are At-Will, Equal Employment Opportunity Employers and Drug Free Workplaces. Successful applicant will be required to pass a pre-employment background check and drug screen and provide a social security number or other valid proof of employment eligibility that will be validated online.