

**CONFERENCE & EVENTS SALES EXECUTIVE**  
**SALARY COMMENSURATE WITH EXPERIENCE, PLUS BONUS AND BENEFITS**  
**FULL-TIME**  
**IMMEDIATE START**

Do you want to work in an award-winning, world-class venue for sport, business, leisure and entertainment? Do you have business to business sales experience but want to be working somewhere more exciting where no two days are the same? If so, a Conference and Events Sales Executive position at Emirates Old Trafford could be the perfect opportunity for you!

Emirate Old Trafford (the home of Lancashire Cricket) is an award-winning venue that has the ambition and commitment to become the number one conference and events venue with its versatile and inspirational facilities. Over the last decade it has undergone a transformational redevelopment and is now recognised as one of the UK's most prestigious venues for sport, entertainment, conferences, exhibitions, meetings, Christmas parties and much more.

It has played host to some of the world's biggest sporting events, including six ICC Cricket World Cup fixtures in 2019, Ashes Test Matches and world class concerts including Ariana Grande's 'One Love Manchester' concert as well as others by Beyonce, Rhianna, Foo Fighters and more.

With a range of flexible, sustainable and interconnected conference and events spaces for up to 2,000 delegates: a four-star hotel (making it the perfect location for residential events) and an on-site Caffè Nero, companies such as AutoTrader; O2; Google; SOLACE; Unilever; Mercedes; Disney; Porsche and Samsung have all taken the decision to host their event here. The venue is a constantly changing integrated conference, event, and hotel space!

### **The Role and Responsibilities**

To support our ambitions to achieve continued growth in conference and events business we are looking for an experienced Sales Executive to join our team.

As a Conference & Events Sales Executive you will be responsible for responding to incoming enquiries via telephone and e-mail, promoting the facilities, producing proposals, identifying opportunities for upselling and cross selling, conducting client show-rounds, converting business and producing contracts.

Pro-actively you will be responsible for the account management of clients with a focus on developing strong relationships, generating repeat business and developing new business leads.

In addition, you will meet and greet clients on the day of their event, acting as a key point of contact and ensuring that outstanding customer service is delivered at all times.

You will also support the Business Development team with entertaining and attendance at networking events, exhibitions, open days and FAM Trips as and when required.



## Essential Requirements

You must be able to demonstrate strong experience of performance within a sales environment, ideally in the conference, events, meetings and exhibitions industry, however other business to business sales experience would certainly be considered.

Most importantly, you must have a proactive approach and a “can do attitude”, be well organised, capable of working to deadlines, have a conscientious approach to providing excellent customer service and be confident in dealing with a wide range of customers.

Due to the nature of the venue the ideal candidate will need to work flexibly as some evening and weekend working will be required.

## How to Apply

If you have the relevant skills and experience and wish to apply for this role please send your CV with current salary details to [careers@lancashirecricket.co.uk](mailto:careers@lancashirecricket.co.uk). Closing date for applications is **5<sup>th</sup> November 2021**.

*Lancashire Cricket's ambition is to work towards promoting a more inclusive environment, which attracts all candidates and signals our commitment to celebrate and promote diversity.*