

Sales Manager

- **Catering company located in O'Connor – parking available**
- **Work in a sales team**
- **New job for the New Year!**

Our client is an award winning catering company with a well-established client base and provides a range of catering services for functions and large venue, high profile events including sporting, community and social occasions.

Working with a team of 3 sales people you will not only be coordinating their workflow and motivating them to reach goals but you will also lead by example and increase sales for the business with private and corporate clients. The role will involve:

- Call clients after they have emailed an enquiry to complete sales process and book event
- Follow up clients after their events to get post event feedback
- Identify target clients i.e. large sporting events, corporate
- Collect and record information on database and monitor sales
- Send promotional material to clients
- Coordinator workflow for sales team
- Motivate and train (if required) the sales team
- Confirm bookings, take payments and help team arrange events
- Opportunity to attend events to help promote the business

Why you should apply:

- Small close knit team poised for further growth
- Busy role
- High level of client interaction

Key selection criteria:

- Proven experience in a sales position
- Proven experience working with a team of sales people
- Team approach with the ability to motivate without being a dictator

To find out more about this outstanding opportunity, please contact Bernice on 08 9489 7040 and/or email your resume to bernice@checkside.com.au

All discussions and emails will be treated as highly confidential to protect your privacy.

Please note that we will respond only to candidates whom in our opinion have the required experience and suitability for this position.