



## Inside Sales Executive – Fixed Term Contract

The Sales, Service & Operations team at Manchester City FC have an exciting entry level opportunity for Inside Sales Executives to join the Hospitality Sales team on a fixed term basis.

The key purpose of the Inside Sales Executive role is to support the sales department in the allocation, sale and administration of match by match hospitality to both corporations and the general public.

### Key Responsibilities

- Responsible for, but not limited to, the sales of match by match hospitality to both corporations and the general public.
- Accountable for outbound communications with new and previous business to drive match by match sales for 2019/2020 season.
- Meet and exceed established weekly and monthly sales goals.
- Implement and demonstrate outbound sales efforts by using sales and service best practices, prospecting, networking, lead generation, referral gathering, data capture, and database management.
- Create and implement unique sales strategies, ideas and programs as a means of producing new business opportunities.
- Contribute positively to the sales team culture by developing mutually beneficial working relationships with all team members.
- Participate and contribute to daily or weekly sales team meeting and training sessions.

**Proposed Start Date:** July 2019

To apply, please send your CV and covering letter to [jobs@mancity.com](mailto:jobs@mancity.com) quoting vacancy reference **CM-645**

**Application Closing Date:** 7<sup>th</sup> June 2019