

EVENTS AT TARONGA

BY TRIPPAS WHITE GROUP

Corporate Event Sales Manager – 12 Month Maternity Cover Contract Taronga Zoo

About Us

Awe-inspiring vistas of Sydney's renowned landmarks, tucked amid untouched native bushland, conveniently close to the Sydney CBD. Our versatile spaces can be transformed into any luxurious event, and our experienced team will work with you to create a memory that is tailored to your needs. A one stop shop we offer onsite accommodation, venue and in grounds experiences including tours, key-note speakers and an opportunity not found anywhere else in Sydney!

The Company

Trippas White Group is a leader in the hospitality industry, managing a portfolio of iconic event venues, restaurants, and bars, across Australia. Our premium venues include Sydney Opera House, Centennial Homestead, Botanic House and Terrace on the Domain in the Botanic Gardens, Infinity, Bar 83, The Australian War Memorial and Mary Maes Brisbane Powerhouse. With over twenty years of experience, Trippas White have built a reputation for delivering premium quality food and beverage for all styles of events from conferences, product launches and gala dinners to weddings, cocktail parties, and intimate celebrations. At Trippas we employ a team of dedicated and experienced event professionals who deliver exceptional weddings and milestone celebrations for our clients.

The Opportunity

We are seeking an Event Sales Manager to maintain the high standards within this iconic location. This role is fast-paced, and the right candidate will hit the ground running with established connections and will be tasked with maximising the potential of existing accounts as well as actively sourcing new business within the corporate marketplace.

Reporting into the Director of Sales and Marketing and working closely with the wider event team, this role will excite a driven and enthusiastic sales professional looking for a new opportunity with a desire to exceed targets and build success for themselves and the venue.

The Requirements

- 4+ years previous experience in the hospitality or events industries.
- The ability to conduct site inspections in a professional manner, manage and respond to corporate event enquiries, prepare proposals and contracts and ultimately convert sales.
- Attract new business within a range of corporate industries and market sectors via various proactive activities.
- Bring existing and strong established contacts within the corporate marketplace.
- Strong financial understanding of sales reporting, budgets and forecasting.
- Proven success in meeting sales targets in new and existing business.
- Develop, execute and review a progressive business development plan to achieve sales targets.

- Attend and actively participate in sales team meetings.
- Possess strong communication, negotiation and interpersonal skills.
- Excellent client management and relationship development skills.
- High-level industry knowledge and understanding of market trends and competitors.
- Be self-motivated with strong organisational and time management skills.
- Must be able to legally work full-time in Australia

If you are passionate about quality food, excellent service, work with integrity and enjoy developing high performing teams, we'd love to hear from you.

Submit an updated resume and application letter by clicking the apply button.