

Description

Group Sales Executive Philadelphia, Delaware County, Buck County and Montgomery County Territory:

PREVIOUS EXPERIENCE IN THE AMUSEMENT, ATTRACTIONS, DESTINATION, RESORT, FEC, OR WATER PARK INDUSTRY IS REQUIRED FOR CONSIDERATION

Description: Sahara Sam's Oasis Indoor Water Park, NJ's First Free Standing Indoor Water Park located in West Berlin, NJ is seeking an energetic, skilled, and passionate Group Sales Executive who can mix and match work and fun in an exciting environment

JOB RESPONSIBILITIES:

Strategic planning and program implementation of all sales campaigns, promotions, and events with accountability of revenue production and overall sales goals. Emphasis will be participation in the planning and strategy sessions as requested for overall marketing and sales in a team setting.

Primarily responsible for the day to day sales and booking of Group events, School and Private Educational Trips, Corporate Functions, Special Functions, Scouts, Religious Groups, Private Rentals, and Corporate E-Consignment. Individual must have creative strategies for driving attendance, oversight and management of accounts and establish key relationships with the local hospitality destinations and community, along with the media outlets, educational organizations, youth groups, and parental groups. Develop and executes aggressive and comprehensive sales plans and programs, both short and long range, to support sales and revenue objective of organization. Effectively partnering with representatives to create and monitor vital business plan goals, product development/enhancement, identify sales opportunities and receive information on upcoming packages, special events, holiday themes and related sales activities. Develop, monitor and submit required sales reports on an ongoing basis.

Develops and manages annual sales operating budget Maintain and control expense budgets and expenditures for all park related sales. Remain up to date on all competitive information as well as current industry trends Communicates with the CEO to evaluate work procedure, review standards, identify methods for increasing efficiency or effectiveness, and respond proactively to any needs that have arisen Maintain consistent and thorough communications with the CEO working cohesively in marketing and all related departments Perform other duties as assigned

Requirements:

- Bachelor's degree in Marketing, Business, or Communications preferred.
- Proven success and relevant sales experience to include entertainment and theme park related group sales

- Superior driven execution at a superior level of Sales & Marketing in the entertainment industry

- One year experience in Sales, Group events, and Promotions
- Computational skills and computer literacy is required
- Excellent creativity, communication and organization skills
- Must have good leadership and decision-making skills
- Ability to identify and solve problems
- Performing other duties as assigned
- Reliable transportation to set up appointments and travel to locations

Sahara Sam's offers a competitive base salary, Commission structure, and benefits program based on prior experience and track record.

Interested Applicants please Email all correspondence to jobs@sahasams.com

www.sahasams.com

Sahara Sam's is an Equal Opportunity Employer