



Corporate Relations Manager

- Newport, with free parking available whilst on duty
- Permanent, Full Time
- £ Competitive Salary + excellent benefits
- Benefits package including annual leave which increases with length of service, unrivalled lifestyle and retail discounts as well as unlimited career development opportunities

Aspire Recruitment Services are privileged to be working in collaboration with a prestigious destination venue, located at the gateway to South Wales. Their portfolio includes a collection of unique hotels, luxury self-catering Lodges, luxurious spas, highly acclaimed golf courses, diverse restaurants, award-winning conference and events facilities and an international convention centre. Their reputation is founded upon exceptional service, outstanding hospitality and exceeding expectations, all of which depend on the outstanding personalities, performance and professionalism of their exceptional team of people.

Due to continued growth, we are recruiting for a Corporate Relations Manager to join the bustling Sales and Revenue Team.

This high-profile position requires a professional, outgoing and positive personality with excellent interpersonal skills, a passion for sales, and the ability to promote and sell at all levels.

To be considered for this opportunity you will ideally have experience in a hospitality sales role and will be able to demonstrate a track record of strong achievement, ideally working within a major hospitality venue.

Responsibilities:

- Reporting to the Corporate Relations Sales Director, you will be required to contribute to the process of growing and maintaining business in accordance with the venue's sales and corporate relations strategy.
- You will represent the company to win new or repeat business, hosting client hospitality events and showcasing the venue to prospective customers, as well as attending industry events to promote the brand.
- You will identify and follow up on every sales opportunity, thrive on achieving set targets and enjoy overcoming challenges.

Skills, Experience & Qualifications:

- An experienced senior sales professional within a comparable industry sector
- Strong client relationship skills and major key account experience
- An excellent communicator
- Passionate about service excellence
- Able to engage with customers and identify a solution to their needs
- Confident making recommendations and suggestions whilst utilising every opportunity to upsell
- Highly organised with excellent attention to detail
- Positive, friendly and professional
- Able to multi-task and manage competing priorities
- Highly IT literate with the ability to manage multiple booking systems
- Experienced within the hospitality and events arena

Aspire Recruitment Services Limited is acting as an Employment Agency in respect to this vacancy.



Key Words:

“Sales Manager” or “Event Manager” or “Event Sales Manager” or “Events Manager” or “Event Manager” or “Event Sales” or “Events Sales” or “Sales Executive” or “Events Executive” or “Event Coordinator” or “Events Coordinator” or “Event Co-ordinator” or “Events Co-ordinator” or “Sales Coordinator” or “Corporate Relations” or “Corporate Sales” or “Corporate Relations Manager” or “Account Manager” or “Account Executive” or “Hospitality Sales” or “Venue Sales” or “Hotel Sales”