



GOODWOOD

The Role

The role of the **Proactive Ticket Sales Executive** forms part of the **Commercial team** and reports to the **Head of Business Development**.

About us

At Goodwood, we celebrate our 300 year history as a quintessentially English Estate, in modern and authentic ways delivering extraordinary and engaging experiences. Our setting, 12,000 acres of West Sussex countryside and our story both play significant roles in Goodwood's success. What really sets us apart is our people. It is their passion, enthusiasm and belief in the many things we do that makes us the unique, luxury brand we are.

Passionate People

It takes a certain sort of person to flourish in such a fast-paced, multi-dimensional environment like Goodwood. We look for talented, self-motivated and enthusiastic individuals who will be able to share our passion for providing the **“world's leading luxury experience.”**

Our Values

The Real Thing

We employ meticulous attention to detail to create experiences, as they should be. We are honest and open.

Daring Do

We don't mind breaking the rules to create the best possible experiences. We will take tough decisions

Obsession for Perfection

It's a team thing – everybody mucks in to make things happen. We're madly passionate about what we do

Sheer Love of Life

We want to make everyone feel special by loving what we do.

Purpose of the role

To increase group ticket sales and revenue from new businesses and social groups.

Key responsibilities

- To make new contact with businesses within an agreed geographical area through telemarketing and outbound calls
- Research appropriate industry sectors and proactively approach relevant businesses with the aim of selling bulk tickets.
- To follow up on E - marketing campaigns within an agreed time frame
- Set quality appointments which lead to generating revenue
- Service those appointments when required
- To input, maintain and update all information accurately onto the CRM system

- Manage the CRM system to a high degree of accuracy to ensure targeted marketing activity can take place to generate new business
- Work to daily/weekly call targets.
- Promote a variety of Goodwood products to prospective clients when required
- Source high-quality leads from internet research and E-marketing campaigns
- Answer all queries in a professional and timely manner

Qualities you will possess

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| <ul style="list-style-type: none"> • Positive and friendly with a “can do attitude” • Attention to detail • Ability to prioritise and organise • Proactive • Confident with IT systems | <ul style="list-style-type: none"> • Take responsibility for yourself • Good telephone manner • Excellent communicator • A sense of fun! |
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What do you need to be successful?

- Experience in a telesales/outbound calling sales role
- Excellent telephone and sales skills
- Tenacious and self-motivated attitude
- Solid track record of B2B sales
- Accurate data inputting skills

Each role is assigned a level against our expected behaviour. Your role levels are set out below.

BEHAVIOUR	LEVEL
Think Customer	2
Communication & Trust	2
Taking Personal Responsibility	2
Encouraging Excellence & Commercial Success	2
Working Together	2