

JD For Group Sales Representative

Job Title: Group Sales Representative

Company: [Company Name]

Location: [City, State]

Job Description:

We are seeking a highly skilled and experienced Group Sales Representative to drive revenue and increase bookings for group events and activities at our company. The successful candidate will be responsible for identifying and pursuing new business opportunities, building and maintaining relationships with key clients, and creating and implementing sales strategies to achieve sales targets. This is a full-time position that requires a high level of sales and customer service skills, as well as knowledge of the industry and market.

Key Responsibilities:

- Identify and pursue new business opportunities for group events and activities
- Build and maintain relationships with key clients to drive repeat business
- Create and implement sales strategies to achieve sales targets
- Collaborate with other departments to ensure that group events and activities are executed seamlessly
- Attend industry events and trade shows to promote the company and its offerings
- Provide exceptional customer service to clients and guests
- Prepare and present sales reports to management
- Continuously update knowledge of industry trends, best practices, and new technologies
- Negotiate and close deals with clients

Competency Requirements:

- Strong sales and customer service skills
- Strong understanding of the industry and market
- Strong attention to detail and ability to produce high-quality work
- Proven ability to meet deadlines and work well under pressure
- Strong organizational and time management skills
- Strong communication and interpersonal skills
- Strong ability to create and implement sales strategies
- Strong ability to negotiate and close deals



- Strong understanding of relevant laws and regulations
- Strong ability to attend industry events and trade shows

Qualifications:

- Bachelor's degree in Sales, Marketing, or related field
- Minimum of 3 years of experience in a Group Sales role
- Strong understanding of the industry and market
- Strong attention to detail and ability to produce high-quality work
- Proven ability to meet deadlines and work well under pressure
- Strong organizational and time management skills