

BUSINESS DEVELOPMENT MANAGER – OUTBOUND SALES

1 Year Contract

The Great Hall is a premier event destination in the heart of Toronto's West. From the red brick façade to the smallest interior details it is a revitalized piece of living history that brings Victorian style into the 21st century across four distinctive venues. <http://www.thegreathall.ca>

We are looking for a high energy, events connected individual, with a strong work ethic, who is driven, and exudes positive energy. To excel in this role, you should have a compelling sales personality and a desire to chase and close new business from networking events, your personal event contacts and cold calling.

General Responsibilities:

- Bring new business opportunities to The Great Hall by increasing the brand awareness amongst the Corporate Events bookers and Social Event Planners in Toronto and surrounding areas
- Develop a growth strategy focused on financial gain
- Promote the brand of The Great Hall while increasing the profile of the event spaces within the industry
- Being able to identify the needs and concerns of potential new clients and address accordingly
- Keep records of sales closed, revenue generated, receipts and expense reports
- Provide trustworthy feedback and after sales support
- Build long term relationships with new customers

Desired Qualifications:

- At least five (5) years of sales experience in the events industry in Toronto with a proven track record in closing sales
- Proven working experience as a business development manager, sales executive or a relevant role
- As this position will be self governed, and not based in The Great Hall offices, Time Management and Planning skills are a must
- Prospecting skills and Business Professionalism

Compensation:

This role will provide a base salary and expenses as well as a commission structure.

The Great Hall is an Equal Opportunity Employer that does not discriminate on the basis of race, color, religion, sex, national origin, ancestry, marital status, age, sexual orientation or disability or any other classifications protected by provincial and federal laws.

Please submit your cover letter and resume to jobs@thegreathall.ca

We thank all applicants for their interest in The Great Hall; however, only suitable candidates will be contacted to continue the application process.