**CATERING AND EVENTS SALESPERSON**

Are you excited about representing a high quality product and bringing it to life with sophisticated customers?

Are you a competitive person who likes to "win" and who has sold something before?

Are you a detail-obsessed people person who loves to plan events?

Our dynamic and growing company is looking to add a talented, driven and creative individual to our sales and event planning team.

Why Work For Us?

Because we allow you to contribute in a meaningful way to the biggest events in peoples' lives while being supported by a talented team who can deliver on the intricate events you have designed.

We are a high-end, design-focused catering company that prides itself on offering custom events catering to the most discerning clientele. Whether it's a farm-to-table wedding set in the middle of a corn field, a dazzling downtown corporate gala or a gorgeous Summerlin baby shower, you help us shape the memories for each client you touch.

We offer the warmth of a small business with the organization and stability of a more established company.

Only Results-Driven, Quote-Exceeding, Detail-Obsessed, Creative, Organized Client Advocates Need Apply!

Your ability to connect with clients and put together the perfect event for them will mean that your commission will soon outstrip the base salary that ensures your bills are paid.

You know that you are not signing up for a "9-5" (this is NOT a 40-hour/week punch the clock kind of job - you do what needs to be done to land the sale) because you want to experience the events you have created for your clients even if it means staying until the last happy guest departs.

Aggressive Self Starter

You'll need to get out of bed every morning and figure out how you will earn new business. We won't be staring over your shoulder and urging you to "get out there and do it." You'll need to go to bed every night knowing that you put together your own task list and game plan for the following day.

While experience is helpful, success in the Catering Sales and Event Planner position is heavily dependent upon personality, organization, and communication skills. You will be responsible for fielding client inquiries, cold calling, company research, building relationships with existing clients, and identifying/ pursuing new client opportunities. The successful candidate must be capable of listening intently, thinking strategically, planning proactively and executing brilliantly!

More than anything we believe in a consultative sales and event planning approach -- ensuring that we are totally focused on providing the right advice to guide our clients to the best solution for their event.

We are a company focused on being awesome -- if you do not share that goal, please do not apply!

Responsibilities, Characteristics and Capabilities:

- Create compelling proposals and packages that meet client goals, vision and requirements

- Develop accounts and create a consistent stream of leads - Investigate, seek out and target new customers and new sales opportunities

- Maintain up-to-date information in our CRM while providing a high level of service and responsiveness to clients

- Identify trends in marketplace that impact sales - Monitor competitor activities and use information when developing strategies

- Identify and implement ways to improve the sales and event planning process and results

- This line is a test to make sure you are still reading this! In your cover letter please describe an event you planned and the elements/details you were particularly proud of -- Tell us what made the event special.

- Organize and ensure event logistics in a detail-oriented fashion - venues, arrange food and beverage, order supplies, schedule, staffing, and audiovisual equipment, order event signs, and ensure appropriate decor (floral, linens, color schemes, etc.) to meet the quality expectations of the clients and the creative vision for the event.

Requirements

- 4-Year College Degree with a history of achievement

- 2 years professional experience (we will consider internships and school-related experience) -- some event planning experience preferred

- Have a reliable car

- Be able to lift 50 lbs.

- Proficiency with Microsoft Office and internet-savvy

Compensation

$24,000 Base salary + Commission + Performance Bonus. We also supply some high-quality warm leads in direct proportion to your ability to convert them.

Please respond to this e-mail with a resume and cover letter introducing yourself. Place CATERING SALES AND EVENT PLANNER in the subject line of your email.