



HEAD OF SALES & EVENTS

Post Number: RM02

Grade: HoS Salary: £56,499 - £59,479 per annum + excellent benefits including CARE pension scheme

Hours: 37 per week

We've been hosting events on the site of today's Convention Centre since 1835, helping event organisers and their audiences to connect, engage grow and play. We now welcome around 300,000 visitors and contribute an estimated economic impact of £60m to Harrogate's economy each year.

As we plan the next stage of our development we are now looking for a dynamic and experienced events professional to lead our marketing, sales and event planning teams.

The successful candidate will be a strategist with creative flair, capable of leading the marketing team towards industry leading campaigns. You should be conversant with modern communication channels such as content marketing, marketing automation and social media.

To lead the sales team you must be capable of setting challenging targets and driving the team to exceed activity KPI's and financial measures. An excellent understanding of how exhibition organisers, association planners and corporate meetings' professionals and event agencies operate financially and where we fit into that mix will underpin your credibility.

Reporting to the Director our Head of Sales and Events will have the gravitas, experience and credibility to entertain and work with our most senior clients and ambassadors.

To guide our event planning team to deliver exceptional service you must have a comprehensive understanding and first-hand experience of event management from within a venue, exhibition organiser, agency or association.



Detailed knowledge of Health and Safety and CDM Regulations will be an advantage.

If you have the personal qualities to lead a diverse and complex team and the intellect to map out the next stage of our journey contact the HR Support Team by calling 01423 500600 or for further information please visit

www.harrogateconventioncentre.co.uk

Closing date for Applications: 30 July 2017
Interviews to be held w/c: 14 August 2017

Please note that Harrogate Borough Council do require all applicants to complete the Council's application form and will not accept CV's

