



## SALES EXECUTIVE

An opportunity has arisen for a full time Sales Executive to join the Commercial team at Middlesbrough Football Club. Reporting to the Hospitality Sales Manager, they will be responsible for proactively selling Matchday Hospitality and Events at the Riverside Stadium in a role that encompasses business development, proactive sales, account management and event organisation.

### THE ROLE:

- To meet and exceed sales targets set via key performance indicators
- To generate new business and drive incremental sales.
- Be a point of contact for incoming Hospitality and Events sales enquires.
- To handle enquiries efficiently, professionally and to the expected standard at all times.
- To effectively communicate with clients throughout the booking process to enable a full understanding and management of client requirements and identification of further opportunities.
- To accurately record bookings on both Hospitality and Events systems.
- To maintain good communication with clients and operational departments to ensure event deliverables are achieved, acting as point of contact on the day where necessary.
- To work with the Hospitality and Events Sales teams to identify cross selling and lead generation opportunities.
- To support with administrative duties, maintain accurate records and complete necessary documentation in accordance with company procedure and legislation.

### CANDIDATES SHOULD:

- Have previous sales experience, ideally within the Corporate Sales, Hospitality or Events industry.
- Have a functional knowledge of sales processes and systems with an understanding of Seatgeek/Unify and Eventpro systems being advantageous.
- Have a diligent and structured manner of working.
- Have a professional outlook.
- Have excellent communication, spoken and written.
- Have a track record of achieving targets within a fast paced and high-pressured sales environment.
- Have a good understanding of the Sports, Hospitality and Events sectors.
- Be a persuasive communicator with good organisation skills.
- Be highly motivated and a good team player.
- Have a flexible approach to work and be prepared to work all home matches.
- Be eligible to work in the UK.

If you would like to be part of a committed team and you demonstrate MFC's core value behaviours, please e-mail your CV to [recruitment@mfc.co.uk](mailto:recruitment@mfc.co.uk) quoting reference MFC/SE.

**CLOSING DATE: 19 July 2024**

**HONESTY & INTEGRITY**  
DO THE RIGHT THING

**HUMILITY**  
SHOW A  
WILLINGNESS  
TO LEARN  
DEVELOP  
AND GROW

**INCLUSION**  
PROVIDING  
OPPORTUNITIES  
FOR ALL

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SUCCESS

**RESPECT**  
VALUING  
EACH OTHER  
AND OUR  
ENVIRONMENT

**TEAMWORK**  
WORKING  
TOGETHER  
TO ACHIEVE  
OUR GOALS





*MFC is an equal opportunities employer and positively encourages applications from suitably qualified and eligible candidates regardless of sex, race, disability, age, sexual orientation, gender reassignment, religion or belief, marital status, or pregnancy and maternity.*

*MFC is also committed to the safeguarding of vulnerable groups.*

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