

Event Sales Director

At [Invited Clubs](#), work feels like play, as you build relationships with your team and meet Members from all different backgrounds. Every time you step foot in your Club, you can create magic moments and enrich lives. We are passionate about bringing people together and bringing out the very best in life. So, join us and be a part of a fun, fast-paced, high-impact group of talented people, where you belong.

Job Summary:

We are currently seeking a high-energy and driven sales professional. The Event Sales Director is responsible for selling all aspects of events held within the Club including corporate events, golf tournaments, social functions, weddings, and other market segments. The ideal candidate will develop and execute sales strategies to achieve revenue targets. The primary function of this role is to drive revenue by prospecting and fostering relationships with Members, individuals, and corporations.

Day to Day:

- Generates and executes a definitive sales strategy to meet and/or exceed departmental revenue goals consistently
- Responsible for selling all event functions, including meeting with the clients to determine needs, and exceeding their expectations through detailed communication
- Networking inside and outside the Club to obtain "leads" and build relationships with new and existing clients
- Attend all required Department Head Meetings

- Work with the Executive Chef and Food and Beverage Director to establish profitable and competitive event menus that meet clients' needs
- Partners with the Membership Department to promote additional private event business opportunities and prospective members
- Achieves and maintains mandated company sales standards

About you:

- Outbound sales experience with a proven track record of sales performance (preferably 2 – 3 years of experience)
- Catering/Events sales experience in applicable markets preferred
- Solid understanding of prospecting programs and event revenue generation
- Proven ability in leadership, communication, and negotiating skills
- High energy and outgoing personality
- Organizational and time management skills with attention to detail
- Strong technical literacy, including Microsoft Office Suite, CRM, Banquet Event Order software
- Team player able to foster relationships with Members, Employees, and other community leaders

About us:

Anthem Golf & Country Club offers a premier clubhouse with amazing views of the course and mountains. The natural beauty of the landscape adds inspiration to the serene and inviting setting for every event. A lifestyle club that provides a wide array of amenities, benefits, and perks to the members, guests, employees, and clients at the Club.

We are Invited, a dynamic lifestyle company that brings people together through extraordinary experiences, impeccable service, and opportunities to build meaningful relationships. As the largest owner and operator of private clubs, we take pride in creating vibrant communities where everyone is welcome and every day is a celebration at more than 200 golf and country clubs, city clubs, and stadium clubs in 30 states, the District of Columbia, and two foreign countries. We offer competitive compensation (base + commission structure) and comprehensive benefits to our team members including medical, dental, and vision, paid time off, individual investment options (401k), fun family culture, and professional and career development/advancement within the company portfolio. We are a Members' haven and a home away from home for our Employees to follow their passion for Golf, Tennis, Fitness, Food & Beverage, Private Events, Sales, and more.