

### **ABOUT US**

KidZania is one of the fastest growing educational entertainment brands, with 27 locations over the globe, from Mexico City to London. KidZania London offers 4–14-year-olds exciting real-life activities and has welcomed over 1.4 million children since opening in June 2015. Based in Westfield London, KidZania London is the UK's first indoor educational entertainment centre!

### **THE ROLE**

As the Business Development Manager for Education, you will be responsible for developing, delivering and evaluating a sales strategy, besides leading a small team of sales executives to generate sales through primary and secondary school visitor admissions. You will have significant influence on growing awareness, credibility and market share for KidZania London as the number one school trip destination.

Looking for new sales opportunities, you will spend approx. 50% of your time out and about networking, influencing and persuading hot prospects and key decision makers in schools, youth group divisions and businesses related to the education network; securing sales by demonstrating the value of our educational experiences.

This is a very hands-on role for a highly motivated, sales professional with a positive 'can-do' attitude who will work closely with the Sales & Marketing and Operations team to ensure successful delivery of all schools & youth groups initiatives.

### **ABOUT YOU**

We are looking for an individual who is:

- Passionate about education and raising aspirations in children
- Results driven & self-motivated
- Experienced in growing sales through relationship building
- Excited to take ownership on the strategic development and evaluation of a school sales plan
- Confident to train and lead a team to work towards and surpass sales targets
- Able to work effectively in a fast-past and ever-changing environment
- Able to work under pressure with the ability to prioritise and multitask
- Computer literate with advanced skills using Microsoft Office tools, specifically Excel, Word, & PowerPoint
  
- An energetic and enthusiastic team player
- A confident communicator, verbal and written
- A resourceful, creative and innovative thinker

Please note, a full clean UK driving license is required.

## **BENEFITS**

We are recruiting for a full-time position on a permanent contract. In return we are offering the following; Fun & inspiring place to work, Training & development opportunities, Career progression.

As well as some of our other fantastic benefits including:

- Annual salary of £30,000 plus paid travel
- Free and discounted KidZania tickets
- 25% discount in our retail shop and KidZania birthday parties
- 40% discount in our food outlets
- Westfield discounts

## **HOW TO APPLY**

If you believe you are our ideal candidate and excited about the prospect of joining our amazing team then apply today.

Please send your CV and cover letter to [careers@kidzania.co.uk](mailto:careers@kidzania.co.uk)

### ***Recruitment Agencies:***

*Please note, we are not currently working with any recruitment agencies at this time. As such, we do not accept any speculative CV's and/or Candidate Profiles and are, therefore, unable to consider these.*