

TRADE SALES MANAGER

ABOUT US

Do you want to work in the biggest indoor city in London? Designed to empower and entertain kids, KidZania gives children the chance to challenge themselves and explore the world of opportunities. The concept effectively gives kids their first taste of independence and gets them thinking what they might want to be in the future. KidZania London offers 4-14-year olds exciting real life activities and has welcomed over 1.4 million children since opening in June 2015.

THE ROLE

As Trade Sales Manager, you will be responsible for developing and implementing trade sales strategy for both domestic and international markets and deliver budgeted volume, revenue and yield targets across a mix of trade sales channels such as OTAs, Tour Operators, Promotional Partners, Employee Benefit platforms, Concierges etc. with a core focus in the family sector. You will be the key point of contact for all internal departments for any enquiries related to trade and promotional sales channels and fulfilment of all such activity on site.

Further Responsibilities include:

- Responsible and accountable for defining, developing and implementing trade and promotional sales & marketing strategy
- Develop, map and implement strategic tactical promotions & marketing calendar
- Stay updated on shifts in the market, assess performance and pro-actively propose necessary adjustments within the sales strategy
- Negotiate and deliver maximum advertisement, marketing and PR exposure across all identified channels
- Maintain clear, cohesive and structured account management processes & procedures, including working with finance on reconciliation for Trade bookings.
- Manage delivery of daily, weekly, monthly sales reports, analysis and forecasts in a timely manner, ensuring delivery and reporting across all trade & promotional partners

ABOUT YOU

We are looking for an individual who is:

- Personable, who can create great relationships within the industry
- Experienced in sales and contracting processes within the domestic & international B2B markets
- Experienced in selling products in the education and leisure industry
- An analytical thinker with a strong financial acumen



London

- Experienced in developing and implementing tactical sales campaigns and offers
- Strong in use of Excel, Word and PowerPoint
- Highly organised and efficient
- Excellent project manager

RATES OF PAY & BENEFITS

We are recruiting for a full-time position. In return we are offering an annual salary of £28,000 per annum.

Some of the fantastic benefits available for this role include:

- 25 days annual leave, plus recognised Bank Holidays
- Free and Discounted KidZania Tickets
- 25% Discount in our retail shop and KidZania Birthday Parties
- 40% Discount in our internal food and beverage outlets
- Westfield Discounts

APPLY TODAY!

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

For any questions regarding the vacancy, please do not hesitate to contact the Human Resources Team at careers@kidzania.co.uk.

THINGS TO NOTE:

Recruitment Agencies: We are not currently working with any recruitment agencies. As such, we do not accept any speculative CV's and/or Candidate Profiles and are, therefore, unable to consider these.

Location: We are based in Westfield London, Shepherds Bush W12

Right to work: You must personally hold the right to work in the UK – We are unable to support with Visa applications at this time.

