



National Sales Manager - Events

- Lead the Events Team at Australia's iconic and premier theme park & SkyPoint
- Unique environment dedicated to 'FUN!'

Located on Queensland's Gold Coast, Australia's premier theme parks, Dreamworld and WhiteWater World offer the best of both worlds with double the thrills and double the fun in one convenient location. SkyPoint, located in the 78th floor of the Gold Coast's Q1 building is truly an extraordinary venue, 270m in the sky. Our properties present a challenging career opportunity for a dynamic and results driven sales professional to manage the Events team at Dreamworld, WhiteWater World and SkyPoint.

You will be challenged with creating a growth strategy focusing on developing existing business, and leading the team to the acquisition of new events and incentive business. You will drive this business through the development of strategic business initiatives, through building effective relationships and developing new partnerships with key clients and stakeholders across a diverse client base. You will be responsible for enabling the Events team to achieve their targets and develop professionally.

You are an experienced and dynamic sales professional with a strong knowledge of the events market. You have previous experience in a senior management role preferably within a tourism, leisure, and hospitality or entertainment industry. You will be able to demonstrate significant achievements in developing innovative sales solutions and leading a successful sales team to realise these solutions.

An existing network of high level business contacts is necessary, with an excellent understanding of client and event needs, as is your ability to forge new business opportunities and maintain strong relationships with existing clients. You are dedicated to helping clients meet their changing event needs. Highly developed communication, relationship management and negotiation skills are paramount to your success, coupled with awareness of new developments in the events, tourism and leisure industries.

So if you are looking for the challenge and adventure of working in our nation's favourite playground, send your CV and a one page summary to recruitment@dreamworld.com.au or to: Human Resources, Dreamworld, Dreamworld Parkway, Coomera Qld 4209.

Applications Close Friday 20th January 2012

dreamworld.com.au | whitewaterworld.com.au