

Sales and Ticketing and Coordinator

Company

Based in central London, Dewynters is a fully integrated agency, specialising in live events, entertainment and the arts. Key accounts within the agency include The Book of Mormon, Les Misérables, Disney's The Lion King, Wicked, Love Supreme Music Festival, ATP World Tour Tennis and BFI to name a few.

Working within a sales and ticketing marketing team, the role requires a ticketing and marketing specialist with experience of live entertainment marketing and working with the extended sales force. This is a key role, not just for the ticketing and sales team but also for the wider agency; as the ticketing industry becomes ever more competitive, our clients will expect strong sales-driving support.

Your responsibilities:

- Work with the team to develop innovative and results-driven sales and promotional campaigns
- Identify new opportunities for sales-driving promotions and partners; build and maintain excellent relationships with relevant third parties
- Oversee visuals/artwork for the team, from briefing stage to delivery
- Monitor campaign activity and results
- Print distribution campaigns (planning, implementation and reporting)
- Promotional evenings, events planning & management and ticket request management
- General administrative support to the team and working with them on accounts
- Manage in-house print stocks and requests for publicity materials
- Signage and point of sale display management
- Organisation of competition winners and complimentary ticket activity
- Promotional marketing campaigns
- Specific projects eg. new audience development research
- Team brainstorming
- Researching of new contacts and opportunities
- Representing Dewynters at industry and networking events

Your skills/qualifications:

- Experience within a marketing team, preferably within the arts or cultural sectors
- Excellent communication skills, together with meticulous attention to detail, the ability to show initiative, enthusiasm and a sense of humour
- A team player with a willingness to get involved, with excellent organizational & time management skills and a flexible working attitude
- Ability to work to own initiative and strict deadlines, with the ability to juggle and prioritise tasks
- Creative, energetic and enthusiastic; able to work under pressure in a busy and constantly changing environment whilst delivering a highly professional service and maintaining a positive demeanour

Interested?

If you think this job is for you please send your updated CV and covering letter, stating your salary expectations and why you are the right person, to: recruitment@dewynters.com

What can we offer you?

We offer a whole array of benefits including:

- Competitive salary
- 23 days holiday rising to 28 days holiday (includes the Christmas shut -down)
- Flexible working
- Permanent health Insurance
- Career development and training
- Enhanced Maternity and Paternity package
- Life cover
- Season Ticket Loan
- Ride to work Scheme
- Gym membership
- Childcare Vouchers
- Champagne and Sabbaticals for long serving team members
- Christmas and summer parties
- Complimentary massages
- Complimentary fruit
- Five for Five Social
- Friday afternoon wind-down drinks
- Complimentary theatre/entertainment tickets