

Ticketing and Sales Manager

Company

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

Working within a Ticketing and Sales Marketing team, the role requires a ticketing and marketing specialist with significant experience of live entertainment marketing and working with the extended sales force.

Responsibilities:

- The main point of contact for ticket agents, theatre owners and venue box offices
- Coordinating and planning sales force marketing across Dewynters productions
- Maximising awareness for Dewynters productions on websites, social media etc
- Monitoring and analysing prices and redemption figures
- Working closely with Account teams to provide intelligence for direct marketing activity
- Overall management of sales force and direct marketing responsibility for assigned Accounts
- Continual proactivity on campaigns, including assigned accounts - developing initiatives and ideas in collaboration with other members of the Account Team
- Campaign budget management including invoicing and billing
- Representing and presenting for Dewynters at conferences and trade events

Skills / Qualifications:

- Experience in live event ticketing and marketing including campaign planning, strategy and budgeting
- Extensive knowledge of ticket agents and the opportunities they present
- Excellent project management and organisational skills
- Confident, resourceful with excellent relationship management skills
- Flexible working attitude, with the ability to think on your feet and juggle conflicting priorities - a creative problem solver
- Outstanding interpersonal and communication skills (verbal and written), with excellent presentation skills
- Meticulous attention to detail, the ability to show initiative, enthusiasm and a sense of humour
- A team player, with the ability to work under pressure in a busy and constantly changing environment, whilst delivering a highly professional service

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

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