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Sales & Client Development Manager

This position requires the successful candidate to develop and manage existing clients, and to actively seek new business within the festival/event industry.

Future goals would be to successfully seek business within the corporate and public sector markets.

Contract

Permanent Full Time

Basic Salary Circa £18k depending on experience, plus generous commission package.

The Company

Grub Stub is a small Bristol-based company, delivering innovative systems to the live event industry, helping streamline on-site operations across all types of events. Grub Stub primarily works with UK & US festivals and corporate events at present and, through current development, the system is ready to reach out to other event industries. The Company is expanding its networks and partnerships while continuously engaging in system development to improve functionality and the range of systems on offer, filling gaps in the current market. Little Tickets, a sister company, captures the market for the less tech-savvy clients.

The Role

Sales & Client Management.

Seeing a client through from initial contact to go-live.

Follow up with Aftercare & Client Retention.

- Knowledge, experience and contacts in the events industry.
- Driver with own car.

Other information:

- Live system support is taken care of by a third party.
- You may be required to travel to meetings.
- Role includes career development opportunities, including relevant courses.
- This role will grow and evolve with the growth of the company.

Applications: Please send your CV to lou+hr@grubstub.co.uk.

Deadline: Friday 31st August 2018