

Event Sales Manager



The world-renowned Tavern on the Green is searching for a motivated Events Sales Manager. We are a high-volume restaurant with an extensive private events department. In this role, you will work alongside our already outstanding Event Sales Team to help grow our events revenue. You will be responsible for building and maintaining your sales goals and relationships with existing and new clients. You will be expected to run and operate your own events with support and there will be an emphasis on prospecting new revenue streams.

Job Type: Full-time

Work Location: In person

Schedule: Weekends as needed

Qualifications / Requirements

- A minimum of 2 - 5 years New York City Special Event and/or Catering Sales Required.
- At least 1 year of closing high-value events contracts
- Self-motivated individual confident with a multi-million-dollar sales goal
- High level of comfort with production companies, rentals, and other 3rd party vendors.
- Team player with experience in both sales and event operations as well as food & beverage knowledge.
- Must be a self-starter with a proven track record of sales results and ability to reference your own book of prior contacts to produce event sales.
- Must be a strong communicator and extremely organized with availability to work flexible shifts including weekends and holidays.
- TripleSeat experience preferred

Benefits:

- Dental Insurance
- Vision Insurance
- Health Insurance
- Employee Discount
- Paid time off

Salary: \$70,000.00 - \$75,000.00 per year plus, plus, plus.

We offer a competitive salary, commissions, and benefits package as well as a great environment surrounded by a talented, hardworking and passionate team. At Tavern, there is the potential to double or triple your salary based on how much is sold.

If you feel you meet the requirements and would like the opportunity to work for a NYC landmark restaurant, we would love to hear from you!

TAVERN ON THE GREEN IS AN EQUAL OPPORTUNITY EMPLOYER.